DRUG STORE NEWS

1986 Annual Reference for Pharmacy Practice

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1986 ANNUAL REFERENCE FOR PHARMACY PRACTICE

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Top 200 Products Ranked

Number of Rxs	$ Volume	$ Margin*
1 Dyazide caps	Tagamet tabs 300mg	Dalmane caps 30mg
2 Tylenol w/codeine #3 tabs	Dyazide caps	Micro-K caps 8mEq
3 Tagamet tabs 300mg	Zantac tabs 150mg	Inderal tabs 40mg
4 Darvocet-N tabs 100mg	Feldene caps 20mg	Amoxil caps 250mg
5 Valium tabs 5mg	Tenormin tabs 50mg	Motrin tabs 400mg
6 Lanoxin tabs 0.125mg	Procardia caps 10mg	Naprosyn tabs 500mg
7 Lanoxin tabs 0.25mg	Darvocet-N 100mg	Eryc caps 250mg
8 Slow K tabs 600mg	Valium tabs 5mg	Inderal tabs 20mg
9 Tenormin tabs 50mg	Keflex caps 500mg	Bactrim-DS 28 pack
10 Lasix tabs 40mg	Naprosyn tabs 375mg	Theo-Dur tabs 200mg
11 Zantac tabs 150mg	Keflex caps 250mg	Amoxil susp 125mg 100ml
12 Dilantin caps 100mg	Clinoril tabs 200mg	Proventil inhaler 17gm
13 Feldene caps 20mg	Aldomet tabs 250mg	Tylenol w/codeine #4 tabs
14 Procardia caps 10mg	Naprosyn tabs 500mg	Ceclor caps 250mg
15 E.E.S. 400 filmtabs	Tylenol w/codeine #3 tabs	Reglan tabs 10mg
16 Aldomet tabs 250mg	Inderal tabs 40mg	Moduretic tabs 5/50mg
17 Keflex caps 250mg	Lopressor tabs 50mg	Capoten tabs 25mg
18 Motrin tabs 600mg	Ativan tabs 1mg	Halcion tabs 0.25mg
19 Lopressor tabs 50mg	Slow K tabs 600mg	Clinoril tabs 200mg
20 Seldane tabs 60mg	Seldane tabs 60mg	Valium tabs 10mg
21 Amoxil susp 250mg 100ml	Cardizem tabs 60mg	Ventolin inhaler refill
22 Inderal tabs 40mg	Xanax tabs 0.5mg	Xanax tabs 0.25mg
23 Premarin tabs 0.625mg	Motrin tabs 600mg	Percodan tabs
24 Ativan tabs 1mg	Timoptic 0.5% opht 10ml	Timoptic 0.5% opht 10ml
25 Motrin tabs 400mg	Dilantin caps 100mg	Fiorinal caps w/codeine #3
26 Naprosyn tabs 375mg	Capoten tabs 25mg	Tranxene caps 7.5mg
27 Inderal tabs 20mg	Diabinese tabs 250mg	Rufen tabs 600mg
28 Xanax tabs 0.5mg	Inderal tabs 20mg	UD Maxzide tabs
29 Vicodin tabs	Lasix tabs 40mg	Premarin tabs 1.25mg
30 Theo-Dur tabs 300mg	Tagamet tabs 400mg	Inderal tabs 10mg
31 Monistat-7 vag w/app 45gm	Flexeril tabs 10mg	UD Restoril caps 30mg
32 Amoxil caps 250mg	Lopressor tabs 100mg	Provera tabs 10mg
33 Inderal tabs 10mg	Ceclor caps 250mg	Diabinese tabs 250mg
34 Keflex caps 500mg	Transderm-Nitro 5mg 7dsk	Synthroid tabs 0.1mg
35 Micro-K caps 8mEq	Valium tabs 10mg	Halcion tabs 0.5mg
36 Flexeril tabs 10mg	Naprosyn tabs 250mg	Septra-DS 20 pack
37 Amoxil susp 125mg 100ml	Cardizem tabs 30mg	E-Mycin E.C. tabs 333mg
38 Dalmane caps 30mg	Theo-Dur tabs 300mg	Hydrochlorothiazide tabs 50mg
39 Proventil inhaler 17gm	Reglan tabs 10mg	Lasix tabs 20mg
40 Premarin tabs 1.25mg	Corgard tabs 40mg 28pk	Minipress caps 1mg
41 Ortho-Novum 1/35 28 ref	Tegretol tabs 200mg	Naprosyn tabs 250mg
42 Moduretic tabs 5/50mg	Monistat-7 vag w/app 45gm	Dolobid tabs 500mg
43 Hydrochlorothiazide tabs 50mg	Motrin tabs 400mg	Catapres tabs 0.1mg
44 Theo-Dur tabs 200mg	Premarin tabs 0.625mg	K-tabs 750mg
45 Synthroid tabs 0.1mg	Tolectin DS caps 400mg	Parafon Forte tabs
46 Timoptic 0.5% opht 10ml	E.E.S. 400 filmtabs	Duricef caps 500mg
47 Lo/Ovral 21 pk	Dolobid tabs 500mg	Cardizem tabs 60mg
48 Diabinese tabs 250mg	Moduretic tabs 5/50mg	Rufen tabs 400mg
49 Eryc caps 250mg	Tranxene caps 7.5mg	Anaprox tabs 275mg
50 Ventolin inhaler refill	Premarin tabs 1.25mg	Amoxil caps 500mg

*Based on AWP cost

Top 200 Products Ranked

Number of Rxs	$ Volume	$ Margin*
51 Insulin NPH U100 10mlcp310	Inderal tabs 10mg	Transderm-Nitro 5mg 7 dsk
52 Bactrim-DS 28 pack	Aldomet tabs 500mg	Tegretol tabs 200mg
53 Clinoril tabs 200mg	Carafate tabs 1gm	Cardizem tabs 30mg
54 Capoten tabs 25mg	Indocin SR caps 75mg	Tagamet tabs 400mg
55 Lasix tabs 20mg	Aldoril-25 tabs	Corgard tabs 40mg 28 pk
56 Naprosyn tabs 500mg	Proventil inh 17gm	Entex-LA caps
57 Halcion tabs 0.25mg	Nalfon tabs 600mg	Nicorette gum 2mg
58 UD Maxzide tabs	Trental tabs 400mg	Percocet-5 tabs
59 Reglan tabs 10mg	Ortho-Novum 1/35 28 ref	Nalfon tabs 600mg
60 Xanax tabs 0.25mg	Duricef caps 500mg	Lopressor tabs 100mg
61 Rufen tabs 600mg	Vicodin tabs	Desyrel tabs 50mg
62 Entex-LA caps	Insulin NPH U100 10mlcp310	Synalgos-DC caps
63 Nitrostat tabs 0.4mg	Anaprox tabs 275mg	Aldoril-25 tabs
64 Valium tabs 10mg	Persantine tabs 50mg	Acetaminophen w/codeine tabs 30mg
65 K-tabs 750mg	Nolvadex tabs 10mg	Motrin tabs 800mg
66 Tylenol w/codeine #4 tabs	Theo-Dur tabs 200mg	Tylox caps
67 Tranxene caps 7.5mg	Bactrim-DS 28 pack	Trental tabs 400mg
68 E-Mycin E.C. tabs 333mg	Ventolin inhaler refill	Trinalin tabs
69 Septra-DS 20 pack	Lo/Ovral 21 pk	Tavist-D tabs
70 Minipress caps 1mg	Amoxil susp 250mg 100ml	Fiorinal tabs
71 Ceclor caps 250mg	Xanax tabs 0.25mg	Talwin NX tabs
72 Provera tabs 10mg	Minipress caps 1mg	Tolectin DS caps 400mg
73 Corgard tabs 40mg 28 pk	Dalmane caps 30mg	Lomotil tabs 2.5mg
74 Ortho-Novum 7/7/7-28 ref	Lanoxin tabs 0.125mg	Indocin caps 25mg
75 Rufen tabs 400mg	Nicorette gum 2mg	Indocin SR 75mg
76 Cardizem tabs 30mg	Catapres tabs 0.1mg	Tranxene caps 3.75mg
77 UD Restoril caps 30mg	Lanoxin tabs 0.25mg	Achromycin V caps 250mg
78 Lopressor tabs 100mg	Clinoril tabs 150mg	Empirin w/codeine #3 tabs
79 Percodan tabs	Micro-K caps 8mEq	Dalmane caps 15mg
80 Fiorinal w/codeine #3	Xanax tabs 1mg	Lotrimin cream 1% 90gm
81 Catapres tabs 0.1mg	Micronase tabs 5mg	Valium tabs 2mg
82 Acetaminophen w/codeine 30mg	Quinaglute duratabs	UD Restoril caps 15mg
83 Amoxil caps 500mg	Minipress caps 2mg	Macrodantin caps 50mg
84 Anaprox tabs 275mg	Indocin caps 25mg	Carafate tabs 1gm
85 Achromycin V caps 250mg	Tenormin tabs 100mg	Nitrostat tabs 0.4mg
86 Lo/Ovral-28	UD Maxzide tabs	Persantine tabs 50mg
87 Halcion tabs 0.5mg	Persantine tabs 75mg	Medrol 4mg 21 dosepk
88 Aldoril-25 tabs	Halcion tabs 0.25mg	Inderal LA caps 80mg
89 Ortho-Novum 1/50 21 ref 48	Septra-DS 20 pack	Librax caps
90 Ortho-Novum 1/50 28 ref	Catapres tabs 0.2mg	Klotrix tabs 10mEq
91 Naprosyn tabs 250mg	Transderm-Nitro 10mg 30dsk	Xanax tabs 1mg
92 Ortho-Novum 1/35 21 ref	Desyrel tabs 50mg	Micronase tabs 5mg
93 Cardizem tabs 60mg	Ativan tabs 2mg	Minipress caps 2mg
94 Tegretol tabs 200mg	Eryc caps 250mg	Furosemide tabs 40mg
95 Dolobid tabs 500mg	Rufen tabs 600mg	Omnipen caps 500mg
96 Nicorette gum 2mg	Nitro-Dur patch 10cm	Coumadin tabs 5mg
97 Tagamet tabs 400mg	Parafon Forte tabs	Phenergan w/codeine syrup
98 Transderm-Nitro 5mg 7 dsk	Amoxil caps 250mg	Omnipen caps 250mg
99 Tavist-D tabs	Zyloprim tabs 300mg	Soma tabs 350
100 Trinalin tabs	Fiorinal w/codeine #3	Catapres tabs 0.2mg

*Based on AWP cost

Top 200 Products Ranked

Number of Rxs	$ Volume	$ Margin*
101 Insulin Lo-dose syr U100	Inderal LA caps 80mg	Naldecon pediatric syrup
102 Nalfon tabs 600mg	Calan tabs 80mg	Insulin NPH U100 10mlcp310
103 Valium tabs 2mg	Provera tabs 10mg	Aldomet tabs 500mg
104 Indocin caps 25mg	Inderal tabs 80mg	Synthroid tabs 0.15mg
105 Tolectin DS caps 400mg	Percodan tabs	Ornade Span modified
106 Ovral-21 3-pak	Capoten tabs 50mg	Zyloprim tabs 300mg
107 Lotrimin cream 1% 90gm	Tylenol w/codeine #4 tabs	Ativan tabs 2mg
108 Persantine tabs 50mg	Halcion tabs 0.5mg	Alupent syrup
109 Desyrel tabs 50mg	K-tabs 750mg	Lotrisone cream 15gm
110 Synthroid tabs 0.15mg	Ortho-Novum 7/7/7-28 ref	Erythrocin tabs 250mg
111 Motrin 800mg tab	Librax caps	Tussi-organidin liquid
112 Lomotil tabs 2.5mg	Ceclor susp 250mg/5ml 75ml	Septra susp
113 Fiorinal tabs	Amoxil caps 500mg	Donnatal tabs
114 Empirin w/codeine #3 tabs	Lo/Ovral-28	Naldecon tabs
115 Parafon Forte tabs	Motrin tabs 800mg	Hydrodiuril tabs 50mg
116 Duricef caps 500mg	UD restoril caps 30mg	Imodium caps 2mg
117 Synalgos-DC caps	Ortho-Novum 1/50 21 ref 48	E-Mycin tabs 250mg
118 Tranxene caps 3.75mg	Quinidex extentabs	Persantine tabs 25mg
119 Percocet-5 tabs	Accutane caps 40mg	Darvon Cpd-65 caps
120 Coumadin tabs 5mg	Triavil 2-25 tabs	Clinoril tabs 150mg
121 Omnipen caps 500mg	Insulin Lo-dose syr U100	Trimeth/Sulfa DS tabs
122 Hydrodiuril tabs 50mg	Tranxene caps 3.75mg	Alupent inhaler ref 15ml
123 Omnipen caps 250mg	Ortho-Novum 1/35 21 ref	Calan tabs 80mg
124 Zyloprim tabs 300mg	Trinalin tabs	Dipyridamole tabs 50mg
125 Dalmane caps 15mg	Lopid caps 300mg	K-Lyte orange 25mEq
126 E-Mycin tabs 250mg	Tavist-D tabs	Ativan tabs 0.5mg
127 Trental tabs 400mg	Persantine tabs 25mg	Antivert tabs 25mg
128 Indocin SR 75mg	E-Mycin E.C. tabs 333mg	Insulin Lo-dose syr U100
129 Klotrix tabs 10mEq	Zovirax caps 200mg	Norgesic Forte tabs
130 Furosemide tabs 40mg	Ortho-Novum 1/50 28 ref	Diabeta tabs 5mg
131 UD Restoril caps 15mg	UD Procan SR tabs 500mg	Triavil 2-25 tabs
132 Inderal LA caps 80mg	Tolinase tabs 250mg	Zovirax caps 200mg
133 Librax caps	Synthroid tabs 0.1mg	E.E.S. liq 200
134 Aldomet tabs 500mg	Rufen tabs 400mg	Synthroid tabs 0.2mg
135 Donnatal tabs	Timoptic 0.25% opht 15ml	Tenuate Dospan 75mg
136 Persantine tabs 25mg	Diabeta tabs 5mg	Quinaglute duratabs
137 Thyroid tabs 1gr	Macrodantin caps 50mg	Timoptic 0.25% opht 15ml
138 Medrol 4mg 21 dosepk	Corgard tabs 80mg 28pk	Anusol-HC supp
139 Wymox susp 250mg 80ml	Meclomen caps 100mg	Meclomen caps 100mg
140 Carafate tabs 1gm	Percocet-5 tabs	Persantine tabs 75mg
141 Macrodantin caps 50mg	Isoptin tabs 80mg	Stuartnatal 1 + 1 tabs
142 Micronase tabs 5mg	Talwin NX tabs	Pen-Vee K tabs 250mg
143 Erythrocin tabs 250mg	Ovral-21 3-pak	Nasalide soln 0.025% 25ml
144 Minipress caps 2mg	Humulin N U100 10ml	Ceclor susp 250mg/5ml 75ml
145 Phenergan w/codeine syrup	Entex-LA caps	Benadryl caps 50mg
146 Alupent syrup	Minipress caps 5mg	Hygroton tabs 50mg
147 Pen-Vee K tabs 250mg	Parlodel tabs 2.5mg	Pediazole susp 150ml
148 Tylox caps	Sinemet 25/250 tabs	Ionamin-30 caps
149 Synthroid tabs 0.2mg	Inderide 40-25 tabs	Deconamine-SR caps
150 Ornade Span modified	Minocin caps 100mg	Fastin pack caps 30mg

*Based on AWP cost

Top 200 Products Ranked

Number of Rxs	$ Volume	$ Margin*
151 Naldecon pediatric syrup	Soma tabs 350	Brethine tabs 2.5mg
152 Insulin Lente U100 cp410	Valium tabs 2mg	Thyroid tabs 1gr
153 Norinyl 1-50 21-ref	Amoxil susp 125mg 100ml	Augmentin 250 tabs
154 Talwin NX tabs	K-Lyte orange 25mEq	Tussi-Organidin DM
155 Catapres tabs 0.2mg	Ornade Span modified	Nolvadex tabs 10mg
156 Wymox caps 250mg	Sinemet 25/100 tabs	Isoptin tabs 80mg
157 Septra susp	Insulin Lente U100 10ml	Quinidex extentabs
158 Pediazole susp 150ml	Coumadin tabs 5mg	Premarin vag crm/appl 45gm
159 Tussi-Organidin liquid	Aldactazide tabs 25/25	Premarin tabs 0.3mg
160 Timoptic 0.25% opht 15ml	Danocrine caps 200mg	Elavil tabs 25mg
161 Lotrisone cream 15gm	Lotrimin cream 1% 90gm	Transderm-Nitro 10mg 30dsk
162 Naldecon tabs	Lasix tabs 20mg	Nitro-Dur patch 10cm
163 Clinoril tabs 150mg	Ser-Ap-Es tabs	Aldactazide tabs 25/25
164 Norinyl 1-35 21	Norgesic Forte tabs	Quinamm tabs
165 Alupent inhaler ref 15ml	Lomotil tabs 2.5mg	Lopid caps 300mg
166 Beepen VK 250mg tabs	Nasalide soln 0.025% 25ml	Sep-Ap-Es tabs
167 Aldactazide tabs 25/25	Vibramycin caps 100mg	Robaxin-750 tabs
168 E.E.S. liq 200	Naldecon tabs	Ceclor susp 125mg/5ml 75ml
169 Antivert tabs 25mg	Vibra-tabs 100mg	Beconase inhaler 16.8gm
170 Stuartnatal 1 + 1 tabs	Hydergine oral tabs 1mg	Librium caps 10mg
171 Calan tabs 80mg	Pediazole susp 150ml	Micro-K 10 extencaps 750mg
172 Prednisone tabs 5mg	Fiorinal tabs	Erythromycin BA Ftab 250mg
173 Ceclor susp 250mg/5ml 75ml	Medrol 4mg 21 dosepk	Cortisporin otic susp 10ml
174 Persantine tabs 75mg	Tylox caps	Fiorinal caps
175 Xanax tabs 1mg	Indocin caps 50mg	Haldol tabs 1mg
176 Ovral-28	Hygroton tabs 50mg	Mycolog cream 5mg
177 Nasalide soln 0.025% 25ml	Synalgos-DC caps	Materna tabs
178 Humulin N 100U 10ml	Klotrix tabs 10mEq	Keflex susp 250mg 200ml
179 Tri-Phasil-28 refill	Imodium caps 2mg	Topicort cream 15gm
180 Premarin tabs 0.3mg	Ceclor caps 500mg	Dipyridamole tabs 25mg
181 Trimeth/Sulfa DS tabs	Dalmane caps 15mg	Ditropan tabs 5mg
182 Ativan tabs 2mg	Antivert tabs 25mg	Phenaphen w/codeine #3
183 Imodium caps 2mg	Lotrisone cream 15gm	Valisone cream 0.1% 45gm
184 K-Lyte orange 25mEq	Alupent inhaler ref 15ml	Phenergan VC w/codeine syrup
185 Dipyridamole tabs 50mg	Augmentin tabs 250mg	Vibra-tabs 100mg
186 Benadryl caps 50mg	Tenoretic tabs 50mg	Propine opht soln 5ml
187 Hygroton tabs 50mg	UD Restoril caps 15mg	Wygesic tabs
188 Ser-Ap-Es tabs	Keflex susp 250mg 200ml	Parlodel tabs 2.5mg
189 Nasalcrom refill 13ml	Serax caps 15mg	Beepen VK 250mg tabs
190 Cortisporin otic susp 10ml	Geocillin tabs 382mg	Sinequan 25mg caps
191 Erythromycin BA Ftab 250mg	Limbitrol 10-25 tabs	UD Procan SR tabs 500mg
192 Tenormin tabs 100mg	Sinemet 10/100 tabs	Dipyridamole tabs 75mg
193 Diabeta tabs 5mg	Norpace caps 150mg	Kwell shampoo 60ml
194 Darvon cpd-65 caps	Ativan tabs 0.5mg	Tenormin tabs 100mg
195 Ceclor susp 125mg/5ml 75ml	Norinyl 1-50 21-ref	Bactrim Pediatric susp
196 Ortho-Novum 7/7/7-21 ref	Macrodantin caps 100mg	Inderide 40-25 tabs
197 Deconamine-SR caps	Symmetrel caps 100mg	Cortisporin Otic soln 10ml
198 Ativan tabs 0.5mg	Sandimmune 100mg/ml 50ml	Midrin caps
199 Tussi-Organidin DM	Desyrel tabs 100mg	Glucotrol tabs 5mg
200 Triavil 2-25 tabs	Norinyl 1-35 21	Nasalcrom ref 13ml

*Based on AWP cost

Top 200 Ranked by Manufacturer

	Number Of Rxs	$ Volume	$ Margin
A. H. ROBINS			
Donnatal tabs	135	—	113
Micro-K 10 extencaps 750mg	—	—	171
Micro-K caps 8mEq	35	79	2
Phenaphen w/codeine #3	—	—	182
Quinidex extentabs	—	118	157
Reglan tabs 10mg	59	39	15
Robaxin-750 tabs	—	—	167
ABBOTT			
E.E.S 400 Filmtabs	15	46	—
E.E.S. Liquid 200	168	—	133
Erythrocin tabs 250mg	143	—	110
K tabs 750mg	65	109	44
Pediazole susp 150mg	158	171	147
Tranxene caps 3.75mg	118	122	76
Tranxene caps 7.5mg	67	49	26
ALLERGAN			
Propine Ophth soln 5ml	—	—	186
ARMOUR			
Thyroid tabs 1gr	137	—	152
AYERST			
Inderal LA caps 80mg	132	101	88
Inderal tabs 10mg	33	51	30
Inderal tabs 20mg	27	28	8
Inderal tabs 40mg	22	16	3
Inderal tabs 80mg	—	104	—
Inderide 40-25	—	149	196
Premarin tabs 0.3mg	180	—	159
Premarin tabs 0.625mg	23	44	—
Premarin tabs 1.25mg	40	50	29
Premarin vag cream	—	—	158
BECTON DICKINSON			
Insulin Lo-Dose syringes U100	101	121	128
BOEHRINGER INGELHEIM			
Alupent inhaler	—	—	122
Alupent inhaler refill	165	184	—
Alupent syrup	146	—	208
Catapres tabs 0.1mg	81	76	43
Catapres tabs 0.2mg	155	90	100
Persantine tabs 25mg	136	127	118
Persantine tabs 50mg	108	64	86
Persantine tabs 75mg	174	87	140
BURROUGHS WELLCOME			
Cortisporin Otic susp	190	—	173
Cortisporin Otic soln	—	—	197
Empirin w/cod #3	114	—	78
Lanoxin tabs 0.125mg	6	74	—
Lanoxin tabs 0.25mg	7	77	—
Septra DS 20 pack	69	89	36
Septra DS susp	157	—	112
Zovirax caps 200mg	—	129	132
Zyloprim tabs 300mg	124	99	106
BEECHAM LABS			
Amoxil susp 125mg/5ml 100ml	37	153	11
Amoxil susp 250mg/5ml 100ml	21	70	—
Amoxil caps 250mg	32	98	4
Amoxil caps 500mg	83	113	50
Augmentin tabs 250mg	—	185	153
Beepen VK 250mg tabs	166	—	189
Fastin pack caps 30mg	—	—	150
BERLEX			
Deconamine SR caps	197	—	149
Quinaglute duratabs	—	82	136
BOOTS PHARMACEUTICALS			
Rufen 400mg tabs	75	134	48
Rufen 600mg tabs	61	95	27
BRISTOL			
Naldecon Ped Syrup	151	—	101
Naldecon tabs	162	168	114
CIBA PHARMACEUTICAL CO.			
Ser-Ap-Es tabs	188	163	166
Slow K tabs	8	19	—
Transderm-Nitro 5mg	98	34	51
Transderm-Nitro 10mg	—	91	161
DISTA PRODUCTS			
Keflex caps 500mg	34	—	—
Keflex caps 250mg	17	11	—
Keflex susp. 250mg/5ml 200ml	—	188	178
Nalfon tabs 600mg	102	57	59
DUPONT			
Symmetrel caps 100mg	—	197	—
ENDO LABS INC.			
Coumadin tabs 5mg	120	158	96
Percocet-5 tabs	119	140	58
Percodan tabs	79	105	23
FISONS			
Nasalcrom refill 13ml	189	—	200
FLINT			
Synthroid tabs 0.1mg	45	133	34
Synthroid tabs 0.15mg	110	—	104
Synthroid tabs 0.2mg	149	—	134
GEIGY			
Brethine tabs 2.5mg	—	—	151
Lopressor tabs 50mg	19	17	—
Lopressor tabs 100mg	78	32	60
Tegretol tabs 200mg	94	41	52
GENERIC			
Acetaminophen w/cod. #3	82	—	64
Dipyridamole tabs 25mg	—	—	180
Dipyridamole tabs 50mg	185	—	124
Dipyridamole tabs 75mg	—	—	192
Erythromycin BA Filmtabs 250mg	191	—	172
Furosemide tabs 40mg	130	—	94
Hydrochlorothiazide tabs 50mg	43	—	38
Prednisone tabs 5mg	172	—	—
Trimeth/Sulfa DS tabs	181	—	121
GLAXO INC.			
Beconase inhaler	—	—	169
Ventolin inhaler	—	—	21
Ventolin inhaler refill	50	68	—
Zantac tabs 150mg	11	3	11
HOECHST-ROUSSELL			
Diabeta tabs 5mg	193	136	130
Lasix tabs 20mg	55	162	39
Lasix tabs 40mg	10	29	—

Top 200 Ranked by Manufacturer

	Number Of Rxs	$ Volume	$ Margin
Topicort cr 15gm	—	—	179
Trental tabs 400mg	127	58	67
IVES LABORATORIES			
Synalgos DC caps	117	177	62
JANSSEN			
Imodium 2mg	183	179	116
KEY PHARMACEUTICALS			
Nitro-Dur patch 10cm	—	96	162
Theo-Dur tabs 200mg	44	66	10
Theo-Dur tabs 300mg	30	38	—
KNOLL			
Isoptin tabs 80mg	—	141	156
Vicodin tabs	29	61	—
LAKESIDE PHARMACEUTICALS			
Tenuate Dospan 75mg	—	—	135
LEDERLE LABS			
Achromycin V caps 250mg	85	—	77
Materna tabs	—	—	177
UD Maxzide tabs	58	86	28
ELI LILLY & CO.			
Ceclor caps 250mg	71	33	14
Ceclor caps 500mg	—	180	—
Ceclor susp 125mg/5ml 75ml	195	—	168
Ceclor susp 250mg/5ml 75ml	173	112	144
Darvocet-N 100mg	4	7	—
Darvon Cmpd-65mg caps	194	—	119
Humulin N 100U 10ml	178	144	—
Insulin NPH U100	51	62	102
Insulin Lente U100	152	157	—
MEAD JOHNSON PHARM.			
Desyrel tabs 50mg	109	92	61
Desyrel tabs 100mg	—	199	—
Duricef caps 500mg	116	60	46
K-Lyte Orange 25mEq	184	154	125
Klotrix tabs 10mEq	129	178	90
MERCK SHARPE & DOHME			
Aldomet tabs 250mg	16	13	—
Aldomet tabs 500mg	134	52	103
Aldoril tabs 25mg	88	55	63
Clinoril tabs 150mg	163	78	120
Clinoril tabs 200mg	53	12	19
Dolobid tabs 500mg	95	47	42
Elavil tabs 25mg	—	—	160
Flexeril tabs 10mg	36	31	—
Hydrodiuril 50mg tabs	122	—	115
Indocin caps 25mg	104	84	74
Indocin caps 50mg	—	175	—
Indocin SR caps 75mg	128	54	75
Moduretic tabs 5/50	42	48	16
Sinemet 10/100 tabs	—	192	—
Sinemet 25/100 tabs	—	156	—
Sinemet 25/250 tabs	—	148	—
Timoptic 0.5% 10ml	46	24	24
Timoptic 0.25% 15ml	160	135	137
Triavil 2-25 tabs	200	120	131
MARION LABORATORIES			
Carafate tabs 1gm	140	53	84
Cardizem tabs 30mg	76	37	53
Cardizem tabs 60mg	93	21	47
Ditropan tabs 5mg	—	—	181

	Number Of Rxs	$ Volume	$ Margin
McNEIL PHARMACEUTICALS			
Haldol tabs 1mg	—	—	175
Parafon Forte tabs	115	97	45
Tolectin DS caps 400mg	105	45	72
Tylenol w/cod #3 tabs	2	15	—
Tylenol w/cod #4 tabs	66	107	13
Tylox caps	148	174	66
MERRELL-DOW			
Nicorette gum	96	75	57
Quinamm tabs	—	—	164
Seldane tabs 60mg	20	20	—
NORWICH-EATON			
Entex-LA	62	145	56
Macrodantin caps 50mg	141	137	83
Macrodantin caps 100mg	—	196	—
ORTHO PHARMACEUTICALS			
Monistat-7 vag cr 45gm	31	42	—
Ortho Novum 1/50 21 ref	89	117	—
Ortho Novum 1/50 28 ref	90	130	—
Ortho Novum 1/35 21 ref	92	123	—
Ortho Novum 1/35 28 ref	41	59	—
Ortho Novum 7/7/7 21 ref	196	—	—
Ortho Novum 7/7/7 28 ref	74	110	—
PARKE DAVIS			
Anusol-HC supp	—	—	138
Benadryl caps 50mg	186	—	145
Dilantin caps 100mg	12	25	—
Eryc caps 250mg	49	94	7
Lopid caps 300mg	—	125	165
Meclomen caps 100mg	—	139	139
Nitrostat tabs 0.4mg	63	—	85
UD Procan SR tabs 500mg	—	131	191
PENNWALT			
Ionamin-30 caps	—	—	148
PFIZER LABORATORIES			
Diabinese tabs 250mg	48	27	33
Feldene caps 20mg	13	4	—
Minipress caps 1mg	70	72	40
Minipress caps 2mg	144	83	93
Minipress caps 5mg	—	146	—
Procardia caps 10mg	14	6	—
Vibra-tabs 100mg	—	169	185
Vibramycin caps 100mg	—	167	—
REED CARNRICK			
Kwell Shampoo 60ml	—	—	193
Midrin caps	—	—	198
RIKER			
Norgesic Forte tabs	—	164	129
ROCHE			
Accutane caps 40mg	—	119	—
Bactrim DS 28 pack	52	67	9
Bactrim DS Ped susp	—	—	195
Dalmane caps 15mg	125	181	79
Dalmane caps 30mg	38	73	1
Librax caps	133	111	89
Librium caps 10mg	—	—	170
Limbitrol tabs 10-25	—	191	—
Valium tabs 2mg	103	152	81
Valium tabs 5mg	5	8	20
Valium tabs 10mg	64	35	170

Top 200 Ranked by Manufacturer

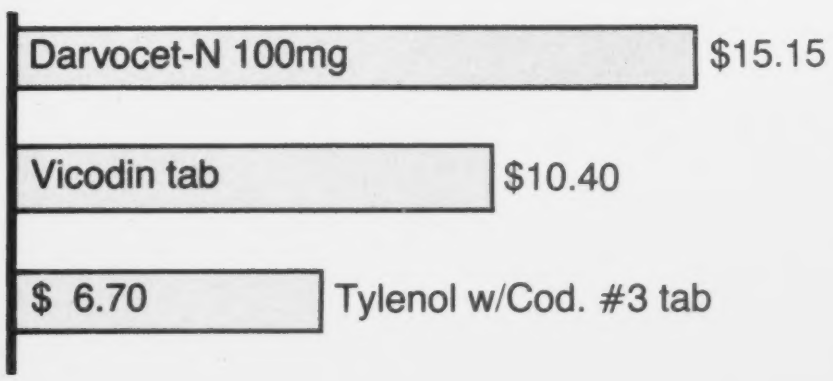
	Number Of Rxs	$ Volume	$ Margin
Valium tabs 10mg	64	35	170
ROERIG			
Antivert tabs 25mg	169	182	127
Geocillin tabs 382mg	—	190	—
Glucotrol tabs 5mg	—	—	199
Sinequan caps 25mg	—	—	190
SMITH KLINE FRENCH			
Dyazide	1	2	—
Ornade Span modified	150	155	105
Tagamet tabs 300mg	3	1	—
Tagamet tabs 400mg	97	30	54
SANDOZ			
Fiorinal tabs	113	172	70
Fiorinal caps	—	—	174
Hydergine oral tabs 1mg	—	170	—
Parlodel tabs 2.5mg	—	147	188
Sandimmune 100mg/ml 50ml	—	198	—
Tavist-D tabs	99	126	69
UD Restoril caps 15mg	131	187	82
UD Restoril caps 30mg	77	116	31
SCHERING			
Lotrimin cr 1% 90gm	107	161	80
Lotrisone cr 15gm	161	183	109
Proventil inhaler	39	56	12
Trinalin tabs	100	124	68
Valisone cr 0.1% 45gm	—	—	183
SEARLE LABS			
Aldactazide tabs 25/25	167	159	163
Calan tabs 80mg	171	102	123
Lomotil tabs 2.5mg	112	165	73
Norpace caps 150mg	—	193	—
SQUIBB PHARMACEUTICAL			
Capoten tabs 25mg	54	26	17
Capoten tabs 50mg	—	106	—
Corgard tabs 40mg 28-pk	73	40	55
Corgard tabs 80mg 28-pk	—	138	—
Mycolog cr 5gm	—	—	176
STUART PHARMACEUTICALS			
Nolvadex tabs 10mg	—	65	155
Stuartnatal 1 + 1 tabs	170	—	141
Tenoretic tabs 50mg	—	186	—
Tenormin tabs 50mg	9	5	—
Tenormin tabs 100mg	192	85	194
SYNTEX LABORATORIES			
Anaprox tabs 275mg	84	63	49
Naprosyn tabs 250mg	91	36	41
Naprosyn tabs 375mg	26	10	—
Naprosyn tabs 500mg	56	14	6
Nasalide soln 0.025% 25ml	177	166	143
Norinyl 1/35 21-pk	164	200	—
Norinyl 1/50 21 ref	153	195	—
USV			
Hygroton tabs 50mg	187	173	146
UPJOHN CO.			
E-Mycin E.C. tabs 333mg	68	128	37
E-Mycin tabs 250mg	126	—	117
Halcion tabs 0.25mg	57	88	18
Halcion tabs 0.5mg	87	108	35
Medrol 4mg 21 dosepk	138	173	87
Micronase tabs 5mg	142	81	92
Motrin tabs 400mg	25	43	5
Motrin tabs 600mg	18	23	—
Motrin tabs 800mg	111	115	65
Provera tabs 10mg	72	103	32
Tolinase tabs 250mg	—	132	—
Xanax tabs 0.25mg	60	71	22
Xanax tabs 0.5mg	28	22	—
Xanax tabs 1.0mg	175	80	91
WALLACE			
Soma tabs 350mg	—	151	99
Tussi-Organidin DM	199	—	154
Tussi-Organidin liquid	159	—	111
WINTHROP			
Danocrine caps 200mg	—	160	—
Talwin NX tabs	154	142	71
WYETH			
Ativan tabs 0.5mg	198	—	126
Ativan tabs 1mg	24	18	—
Ativan tabs 2mg	182	93	107
Lo Ovral 21	47	69	—
Lo Ovral 28	86	114	—
Omnipen caps 250mg	123	—	98
Omnipen caps 500mg	121	—	95
Ovral 21 3-pk	106	143	—
Ovral 28	176	—	—
Pen Vee K tabs 250mg	147	—	142
Phenergan w/cod syrup	145	—	97
Phenergan VC w/cod	—	—	184
Serax caps 15mg	—	189	—
Tri-Phasil 28 ref	179	—	—
Wygesic tabs	—	—	187
Wymox caps 250mg	156	—	—
Wymox susp 250mg/5ml 80ml	139	—	—

Dispensing Profiles/Analgesics

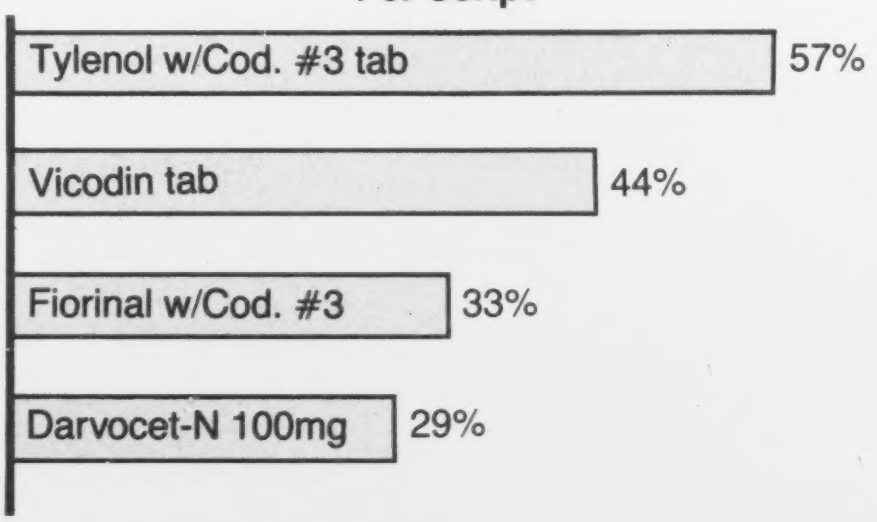
Darvocet-N 100mg Lilly—Avg. Rx #42 $15.15 Avg. % Gross Margin 29% Avg. % Refill 36%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	16.43	16.97	27.36	17.85	29.28	35.21	44.27	45.13	52.62	56.97	35.87
% of Rx Dispensed	6.94	5.39	0.74	12.78	5.10	28.71	3.07	17.14	18.93	1.16	**100.00**
Average GM %	58.32	49.87	47.92	44.58	41.90	36.71	34.30	28.22	17.88	13.56	29.70
Profitability Ratio*	4	6	9	2	7	1	8	3	5	10	—

Average Retail Price Per Script



Average % Gross Margin Per Script



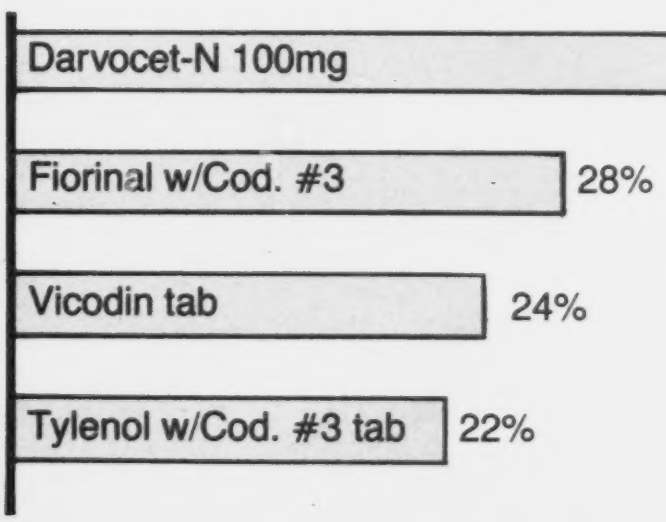
Fiorinal w/Codeine #3 Sandoz—Avg. Rx #00 $0.00 (NA) Avg. % Gross Margin 33% Avg. % Refill 28%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	21.08	11.38	16.46	19.58	21.83	32.80	35.90	44.00	40.85	20.00	28.17
% of Rx Dispensed	14.53	9.48	2.30	15.35	6.68	27.14	2.27	13.13	8.93	0.14	**100.00**
Average GM %	54.79	48.18	44.70	41.63	38.76	34.77	30.86	26.17	18.35	10.67	33.26
Profitability Ratio*	2	4	8	3	6	1	9	5	7	10	—

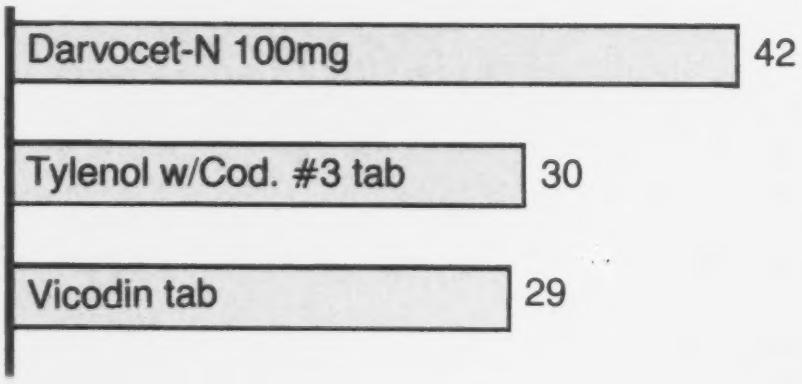
Tylenol/Codeine #3 30mg Tabs McNeil—Avg. Rx #30 $6.70 Avg. % Gross Margin 57% Avg. % Refill 22%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	7.01	9.68	14.00	11.95	21.03	26.80	28.37	41.09	50.06	54.05	22.30
% of Rx Dispensed	16.55	10.13	1.79	17.88	5.39	26.05	2.20	11.01	8.56	0.38	**100.00**
Average GM %	77.60	71.77	68.71	66.34	63.61	58.34	54.58	49.05	35.94	25.68	57.86
Profitability Ratio*	2	4	8	3	6	1	9	5	7	10	—

Average Refill %



Average Quantity Dispensed Per Script



Vicodin Tabs Knoll—Avg. Rx #29 $10.40 Avg. % Gross Margin 44% Avg. % Refill 24%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	11.54	12.93	9.38	15.16	20.85	29.38	31.79	35.19	44.74	33.33	23.41
% of Rx Dispensed	15.04	10.00	1.51	18.21	6.66	26.48	2.38	13.05	6.45	0.18	**100.00**
Average GM %	64.35	58.65	57.36	51.92	49.19	44.54	39.93	36.68	27.41	7.73	44.60
Profitability Ratio*	2	4	9	3	6	1	8	5	7	10	—

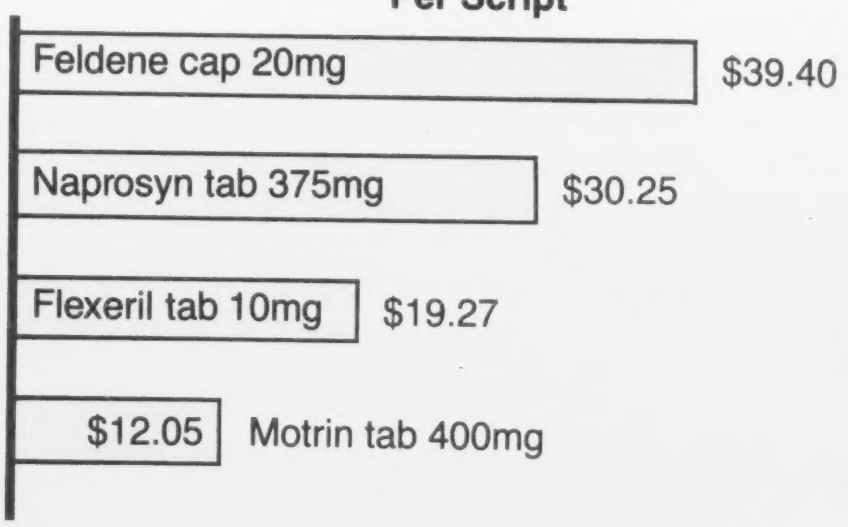
*Drug Store News has ranked each quantity on a scale of 1 to 10; 10 represents the most profitable quantity to dispense in terms of product movement and average gross margin.

Dispensing Profiles/Anti-Arthritics

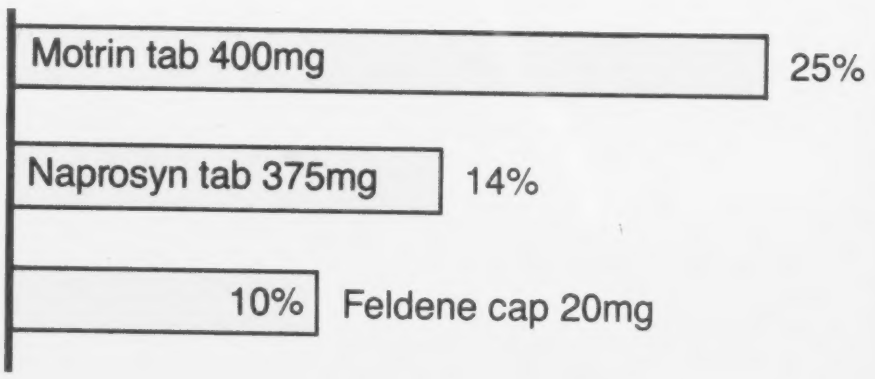
Feldene Caps 20mg Pfizer—Avg. Rx #29 $39.40 Avg. % Gross Margin 10% Avg. % Refill 54%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	33.66	44.54	53.33	40.79	33.10	58.88	70.36	61.13	53.14	16.67	53.84
% of Rx Dispensed	8.00	10.45	0.33	7.58	1.57	58.39	4.30	4.33	4.94	0.06	**100.00**
Average GM %	23.95	17.62	16.99	14.72	14.45	9.59	8.99	9.56	6.70	2.69	10.44
Profitability Ratio*	2	3	9	4	8	1	6	5	7	10	—

Average Retail Price Per Script



Average % Gross Margin Per Script



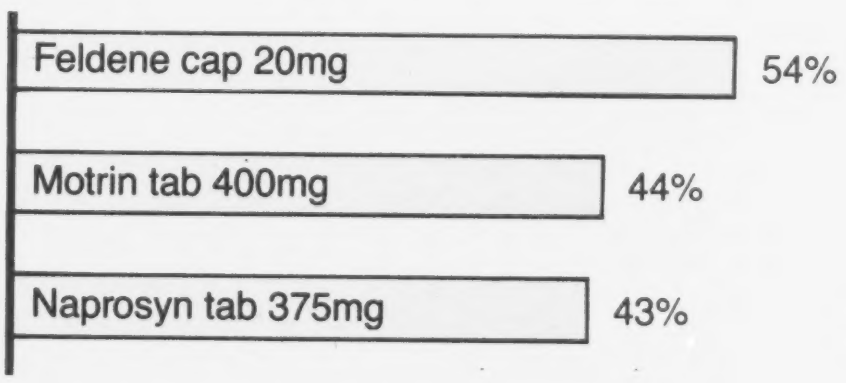
Flexeril 10mg Tabs MSD—Avg. Rx #34 $19.27 Avg. % Gross Margin (NA) Avg. % Refill (NA)

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	13.65	15.51	17.86	14.69	23.21	26.36	38.46	37.99	48.05	44.44	26.95
% of Rx Dispensed	5.31	9.87	1.09	11.89	9.30	37.44	1.02	12.09	11.59	0.35	**100.00**
Average GM %	44.26	35.53	33.25	33.48	31.63	25.97	26.22	21.55	15.55	11.13	24.45
Profitability Ratio*	6	3	8	2	4	1	9	5	7	10	—

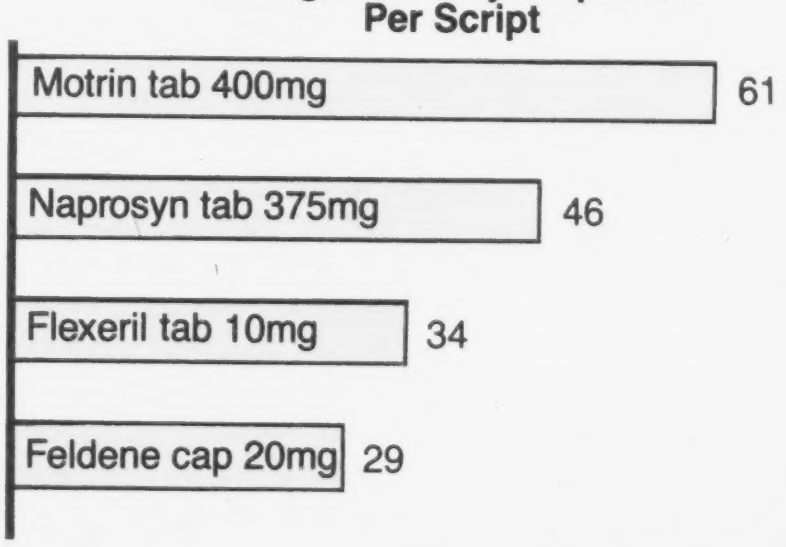
Motrin Tabs 400mg Upjohn—Avg. Rx #61 $12.05 Avg. % Gross Margin 75% Avg. % Refill 44%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	9.09	13.42	11.11	21.98	26.54	31.42	54.84	42.38	58.30	62.88	44.58
% of Rx Dispensed	2.00	2.47	0.14	7.70	3.50	18.55	1.02	18.42	39.11	7.02	**100.00**
Average GM %	65.09	56.36	58.81	48.98	48.15	39.79	42.83	31.98	21.48	13.48	26.46
Profitability Ratio*	7	6	10	4	5	2	9	3	1	8	—

Average Refill %



Average Quantity Dispensed Per Script



Naprosyn Tabs 375mg Syntex—Avg. Rx #46 $30.25 Avg. % Gross Margin 14% Avg. % Refill 43%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	25.00	28.35	40.91	21.25	26.89	39.97	51.72	48.29	54.25	58.33	43.43
% of Rx Dispensed	2.39	6.10	0.34	10.59	1.87	25.05	1.36	15.16	36.34	0.75	**100.00**
Average GM %	34.83	25.53	29.08	26.17	26.14	19.96	21.42	15.53	9.28	8.03	13.94
Profitability Ratio*	6	5	9	3	7	1	8	4	2	10	—

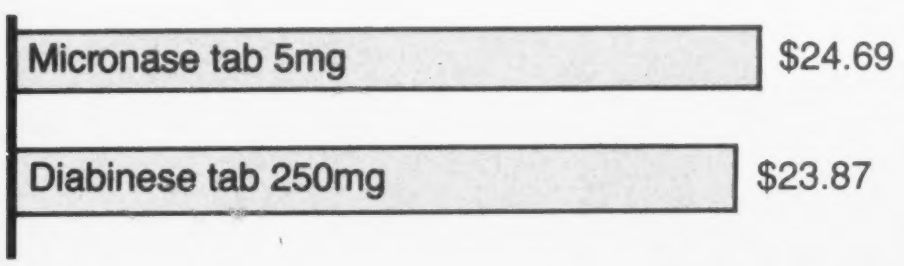
*Drug Store News has ranked each quantity on a scale of 1 to 10; 10 represents the most profitable quantity to dispense in terms of product movement and average gross margin.

Dispensing Profiles/Anti-Diabetics

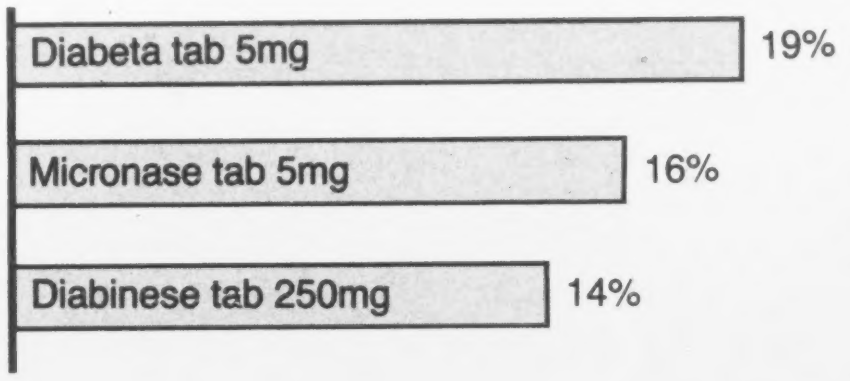
Diabeta Tabs 5mg Hoechst—Avg. Rx #00 $0.00 (NA) Avg. % Gross Margin 19% Avg. % Refill 65%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	86.36	73.91	100.00	66.67	50.00	66.75	72.41	57.35	63.60	58.11	64.40
% of Rx Dispensed	1.42	1.49	0.12	1.16	0.64	25.55	3.76	8.81	52.20	4.79	**100.00**
Average GM %	50.45	49.72	33.58	40.32	34.02	31.61	30.78	23.93	16.83	10.64	19.56
Profitability Ratio*	6	5	10	8	9	2	4	3	1	7	—

Average Retail Price Per Script



Average % Gross Margin Per Script



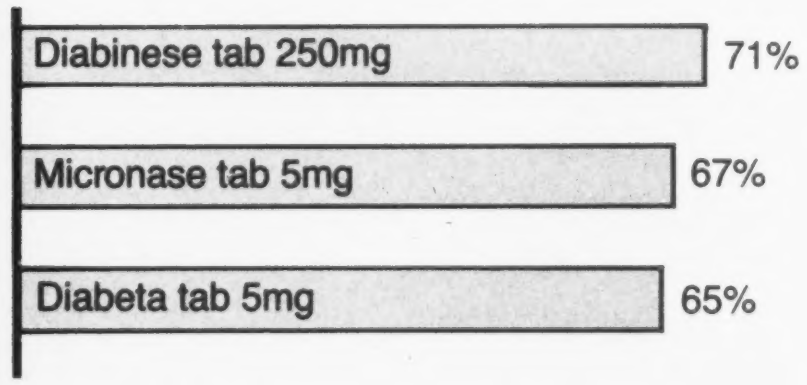
Diabinese Tabs 250mg Pfizer—Avg. Rx #64 $23.87 Avg. % Gross Margin 14% Avg. % Refill 71%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	76.09	80.49	93.33	62.22	70.00	74.59	78.00	74.88	68.05	62.26	70.99
% of Rx Dispensed	1.08	1.92	0.35	1.05	0.23	25.74	3.52	10.11	53.45	2.49	**100.00**
Average GM %	46.63	39.91	38.00	33.89	22.12	25.85	24.20	18.15	10.98	6.49	14.15
Profitability Ratio*	6	5	9	7	10	1	4	3	2	8	—

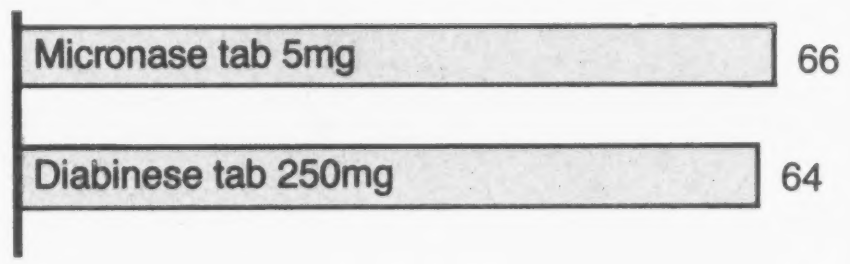
Glucotrol Tabs 10mg Roerig—Avg. Rx #00 $0.00 (NA) Gross Margin (NA) Refill % (NA)

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	40.00	36.36	0.00	25.00	0.00	66.67	100.00	72.88	65.60	58.33	64.41
% of Rx Dispensed	1.98	2.18	0.00	1.59	0.39	17.89	0.99	11.72	56.06	7.15	**100.00**
Average GM %	44.53	43.74	0.00	40.69	34.77	24.01	24.40	20.95	14.03	9.37	15.42
Profitability Ratio*	5	4	10	7	9	2	8	3	1	6	—

Average Refill %



Average Quantity Dispensed Per Script



Micronase Tabs 5mg Upjohn—Avg. Rx #66 $24.69 Avg. % Gross Margin 16% Avg. % Refill 67%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	78.57	80.65	80.00	53.85	71.43	68.36	72.22	66.83	66.84	62.11	67.42
% of Rx Dispensed	1.47	1.63	0.26	1.37	0.36	26.02	2.85	10.66	50.31	5.01	**100.00**
Average GM %	49.72	38.61	35.75	29.19	29.97	27.83	22.81	21.70	13.92	9.34	16.62
Profitability Ratio*	4	6	10	8	9	1	5	3	2	7	—

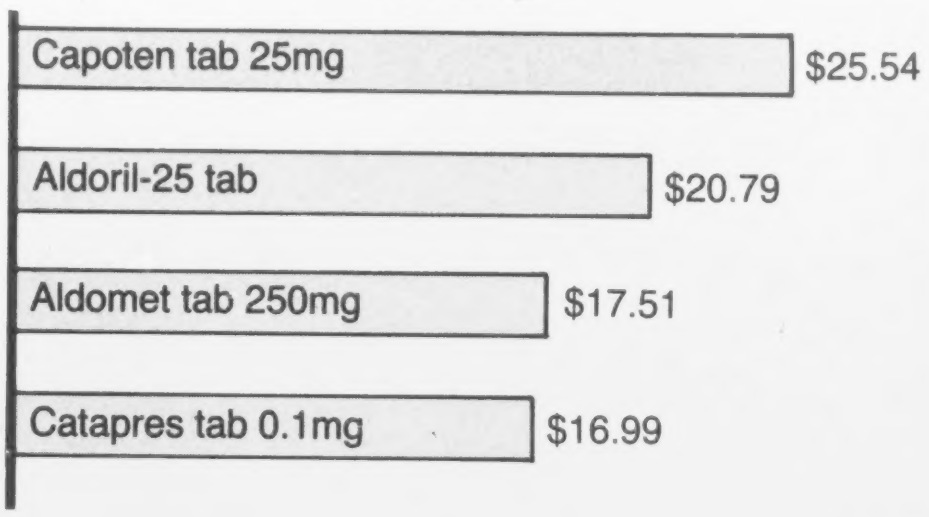
*Drug Store News has ranked each quantity on a scale of 1 to 10; 10 represents the most profitable quantity to dispense in terms of product movement and average gross margin.

Dispensing Profiles/Antihypertensives

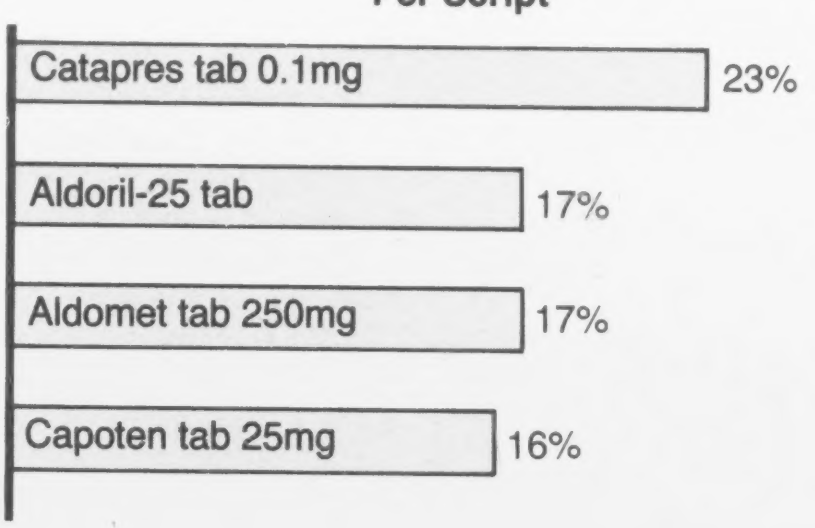
Aldoril-25 Tabs MSD—Avg. Rx #71 $20.79 Avg. % Gross Margin 17% Avg. % Refill 74%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	82.86	75.00	100.00	60.00	100.00	70.45	77.38	77.37	73.64	76.64	73.75
% of Rx Dispensed	1.10	1.25	0.15	0.31	0.22	18.31	2.64	8.62	63.99	3.36	**100.00**
Average GM %	51.24	47.68	53.50	45.56	36.33	31.16	33.45	24.09	15.31	10.86	17.71
Profitability Ratio*	6	5	9	8	10	2	4	3	1	7	—

Average Retail Price Per Script



Average % Gross Margin Per Script



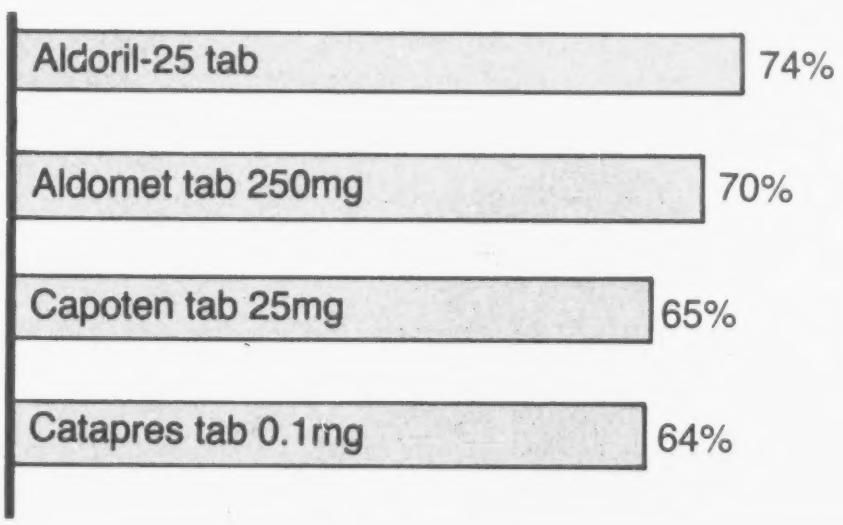
Capoten Tabs 25mg Squibb—Avg. Rx #73 $25.54 Avg. % Gross Margin 16% Avg. % Refill 65%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	46.34	54.35	58.33	53.97	56.25	63.02	66.67	67.79	67.17	71.75	66.14
% of Rx Dispensed	1.07	1.20	0.31	1.65	0.83	14.61	1.10	14.01	60.52	4.64	**100.00**
Average GM %	42.32	46.27	40.10	40.69	38.48	31.78	26.46	23.42	14.75	10.96	17.03
Profitability Ratio*	7	5	10	4	8	2	9	3	1	6	—

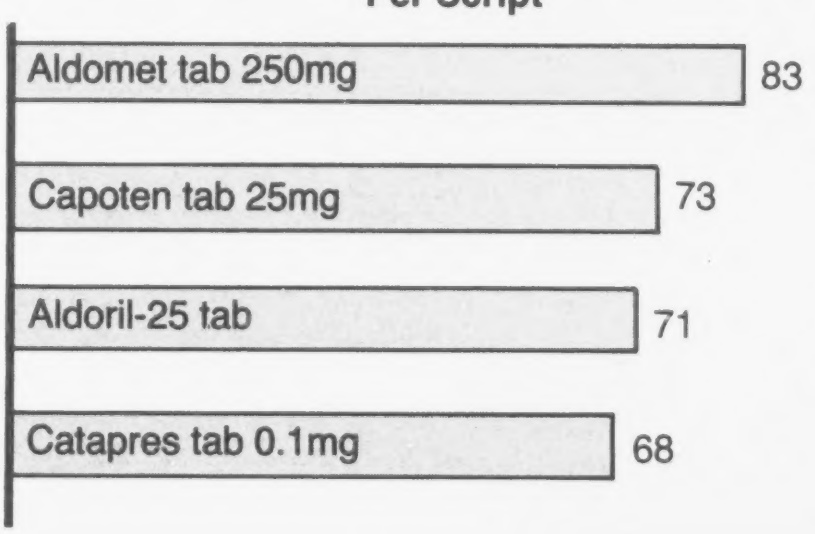
Catapres Tabs 0.1mg Boehringer—Avg. Rx #68 $16.99 Avg. % Gross Margin 23% Avg. % Refill 64%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	53.33	53.23	80.00	46.34	50.00	61.21	75.58	64.81	65.84	69.14	64.57
% of Rx Dispensed	1.75	1.80	0.14	1.19	0.40	18.88	2.51	8.37	59.80	5.10	**100.00**
Average GM %	56.84	54.13	39.62	46.25	44.70	38.38	35.85	30.71	20.75	16.08	23.54
Profitability Ratio*	4	5	10	8	9	2	6	3	1	7	—

Average Refill %



Average Quantity Dispensed Per Script



Aldomet Tabs 250mg MSD—Avg. Rx #83 $17.51 Avg. % Gross Margin 17% Avg. % Refill 70%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Refill	62.00	74.42	77.78	58.33	61.11	64.69	75.49	73.48	70.03	73.55	70.09
% of Rx Dispensed	0.63	0.54	0.11	0.45	0.22	8.92	1.28	7.27	71.88	8.66	**100.00**
Average GM %	59.57	53.24	46.75	45.80	48.41	37.71	36.32	26.90	15.83	10.42	16.87
Profitability Ratio*	6	7	10	8	9	2	5	3	1	4	—

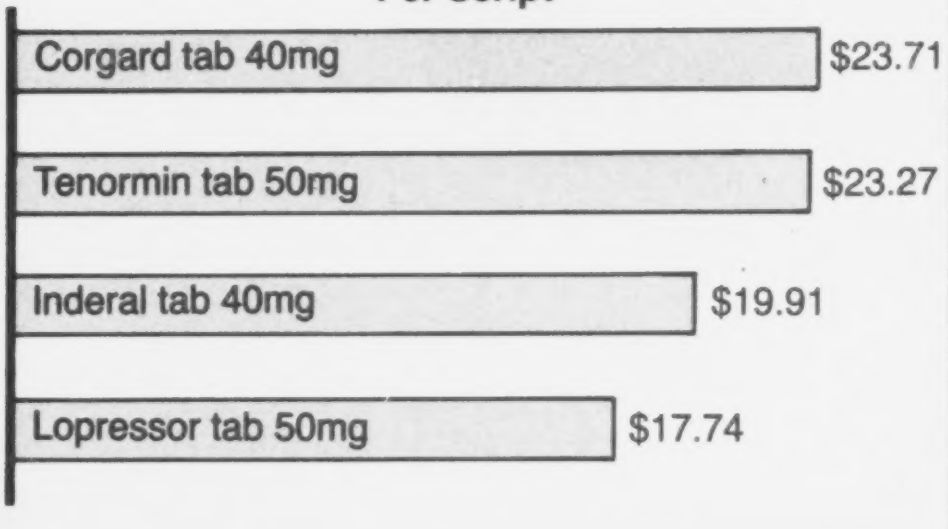
*Drug Store News has ranked each quantity on a scale of 1 to 10; 10 represents the most profitable quantity to dispense in terms of product movement and average gross margin.

Dispensing Profiles/Beta-Blockers

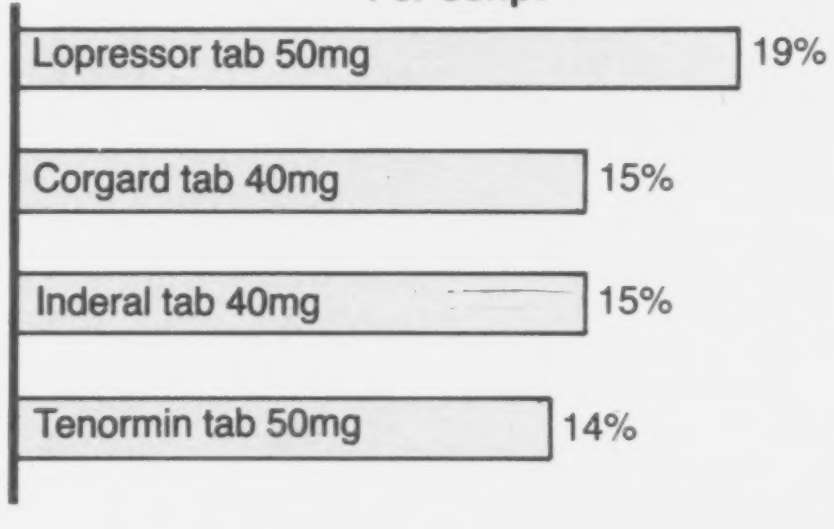
Corgard Tabs 40mg Squibb—Avg. Rx #52 $23.71 Avg. % Gross Margin 15% Avg. % Refill 70%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	64.06	70.64	88.89	57.69	81.82	70.60	73.08	74.78	68.29	52.38	70.18
% of Rx Dispensed	1.88	3.21	0.53	1.53	0.32	40.02	6.13	13.56	31.53	1.23	**100.00**
Average GM %	45.34	34.33	24.64	32.34	30.42	20.33	21.24	17.48	10.53	9.92	15.07
Profitability Ratio*	6	5	8	7	10	1	4	3	2	9	—

Average Retail Price Per Script



Average % Gross Margin Per Script



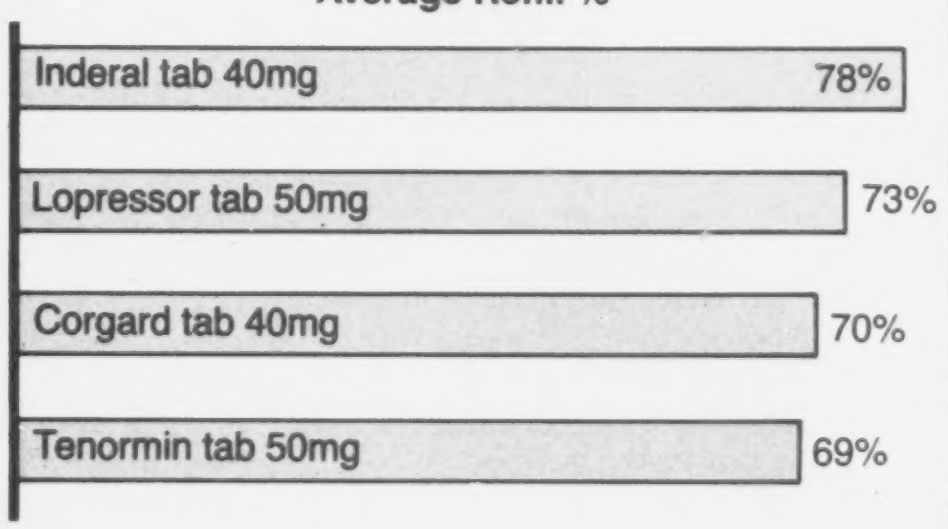
Inderal Tabs 40mg Ayerst—Avg. Rx #93 $19.91 Avg. % Gross Margin 15% Avg. % Refill 78%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	58.82	68.18	100.00	56.67	75.00	66.24	80.00	76.70	78.40	79.50	77.61
% of Rx Dispensed	0.51	0.67	0.06	0.45	0.30	4.75	0.38	6.75	71.32	14.76	**100.00**
Average GM %	64.99	53.10	51.91	45.57	45.42	35.04	38.09	28.23	14.95	10.66	15.15
Profitability Ratio*	6	5	10	7	8	3	9	2	1	4	—

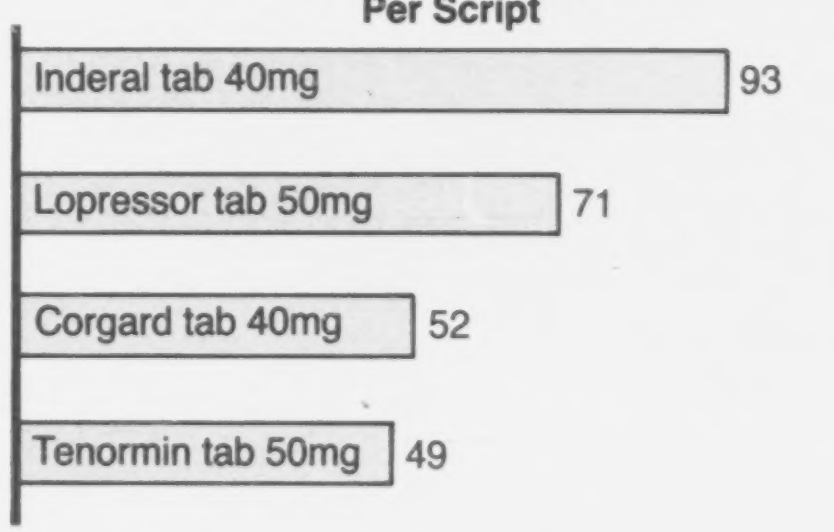
Lopressor Tabs 50mg Geigy—Avg. Rx #71 $17.74 Avg. % Gross Margin 19% Avg. % Refill 73%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	63.46	59.49	30.00	49.09	78.57	71.23	78.00	75.39	74.99	70.98	73.79
% of Rx Dispensed	0.74	1.13	0.14	0.79	0.20	17.43	2.87	9.22	63.78	3.66	**100.00**
Average GM %	59.87	46.94	27.41	43.98	40.83	33.50	32.90	26.58	16.42	12.68	18.98
Profitability Ratio*	7	5	10	8	9	2	4	3	1	6	—

Average Refill %



Average Quantity Dispensed Per Script



Tenormin Tabs 50mg Stuart—Avg. Rx #49 $23.27 Avg. % Gross Margin 14% Avg. % Refill 69%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	57.75	65.16	67.57	60.66	65.85	71.38	73.27	73.11	65.48	60.94	69.42
% of Rx Dispensed	1.29	2.83	0.33	1.11	0.37	44.30	6.32	13.31	29.50	0.58	**100.00**
Average GM %	36.80	33.19	29.67	30.74	27.54	17.47	20.16	16.94	9.43	10.44	13.83
Profitability Ratio*	6	5	8	7	9	1	4	3	2	10	—

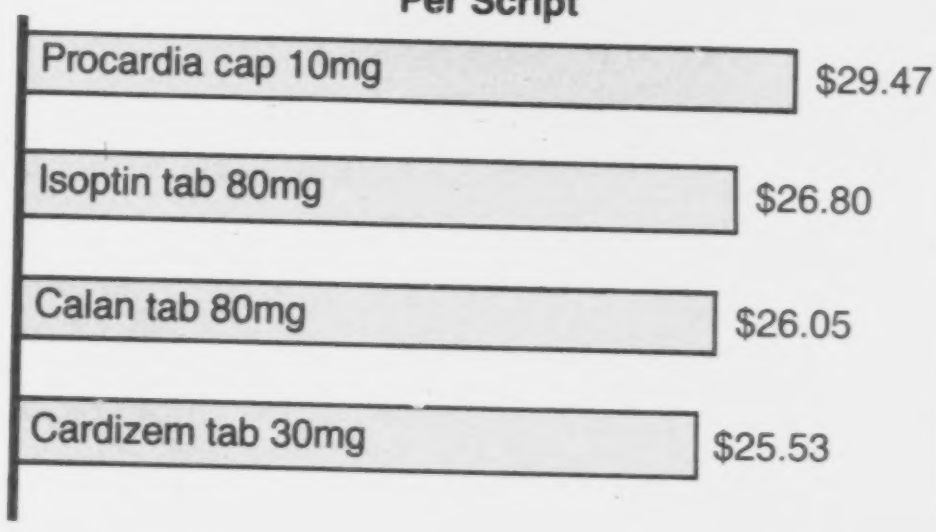
*Drug Store News has ranked each quantity on a scale of 1 to 10; 10 represents the most profitable quantity to dispense in terms of product movement and average gross margin.

Dispensing Profiles/Calcium Channel Blockers

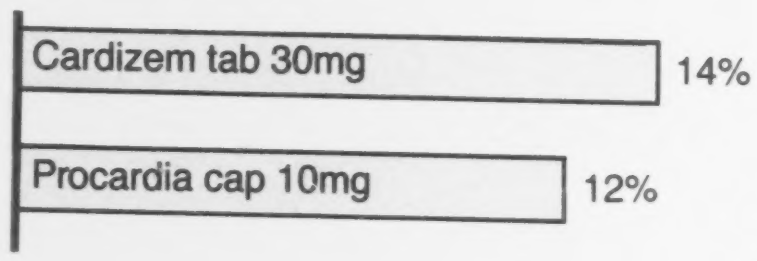
Calan Tabs 80mg Searle—Avg. Rx #87 $26.05 Avg. % Gross Margin (NA) Avg. % Refill (NA)

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	69.23	69.23	80.00	66.67	16.67	56.12	68.75	69.93	72.48	78.95	71.48
% of Rx Dispensed	0.74	0.74	0.28	0.51	0.34	5.61	0.91	8.76	75.54	6.52	**100.00**
Average GM %	57.24	34.48	44.53	47.57	27.06	32.08	23.58	25.48	15.51	7.99	15.91
Profitability Ratio*	5	6	9	7	10	3	8	2	1	4	—

Average Retail Price Per Script



Average % Gross Margin Per Script



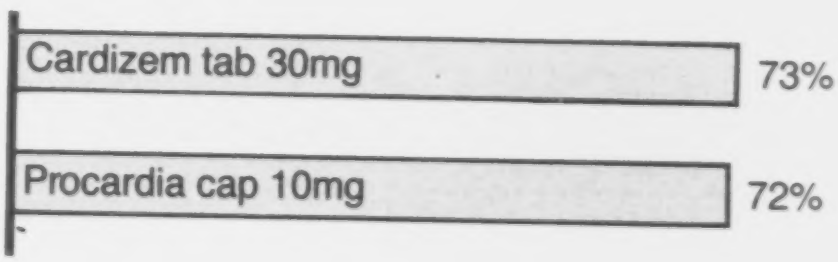
Cardizem Tabs 30mg Marion—Avg. Rx #95 $25.53 Avg. % Gross Margin 14% Avg. % Refill 73%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	75.00	88.89	0.00	36.36	68.18	60.17	62.50	74.64	74.05	72.48	73.17
% of Rx Dispensed	0.24	0.27	0.06	0.33	0.66	3.56	0.24	6.32	73.56	14.73	**100.00**
Average GM %	45.46	46.84	52.55	38.61	41.89	35.56	35.03	23.23	15.01	9.86	14.69
Profitability Ratio*	8	6	10	7	5	4	9	2	1	3	—

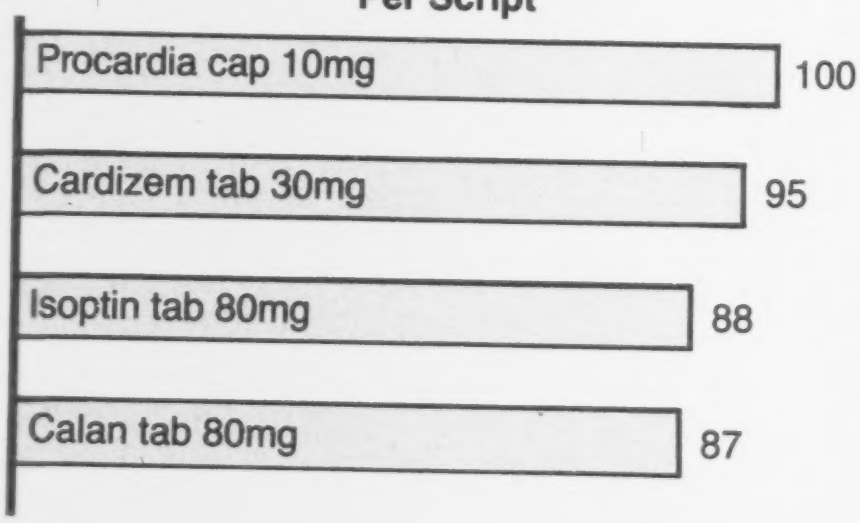
Procardia Caps 10mg Pfizer—Avg. Rx #100 $29.47 Avg. % Gross Margin 12% Avg. % Refill 72%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	50.00	45.83	0.00	38.46	56.76	58.57	55.00	75.17	72.82	73.54	72.13
% of Rx Dispensed	0.31	0.28	0.00	0.46	0.44	3.82	0.23	7.06	72.09	15.27	**100.00**
Average GM %	50.46	45.65	0.00	35.68	52.57	30.72	26.67	22.94	12.71	7.99	12.31
Profitability Ratio*	7	8	10	6	5	4	9	2	1	3	—

Average Refill %



Average Quantity Dispensed Per Script



Isoptin Tabs 80mg Knoll—Avg. Rx #88 $26.80 Avg. % Gross Margin (NA) Avg. % Refill (NA)

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	0.00	100.00	0.00	33.33	20.00	64.56	66.67	66.89	72.24	76.04	71.08
% of Rx Dispensed	0.21	0.14	0.00	0.21	0.36	5.71	0.43	10.70	75.27	6.94	**100.00**
Average GM %	51.61	44.76	0.00	47.80	38.03	38.13	29.13	26.49	16.24	13.88	17.30
Profitability Ratio*	7	9	10	8	5	3	6	2	1	4	—

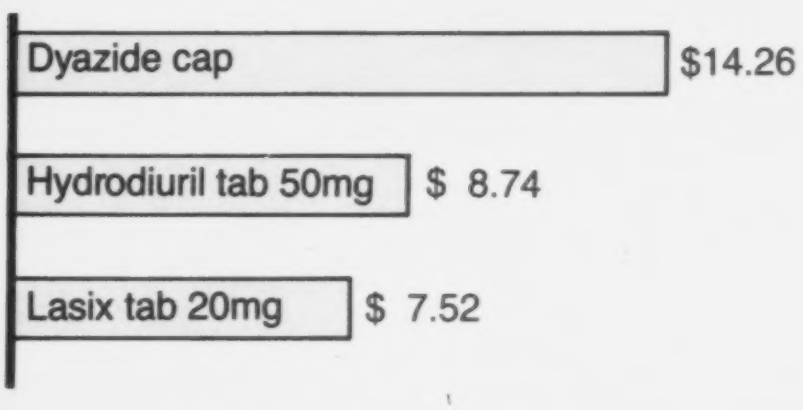
*Drug Store News has ranked each quantity on a scale of 1 to 10; 10 represents the most profitable quantity to dispense in terms of product movement and average gross margin.

Dispensing Profiles/Diuretics

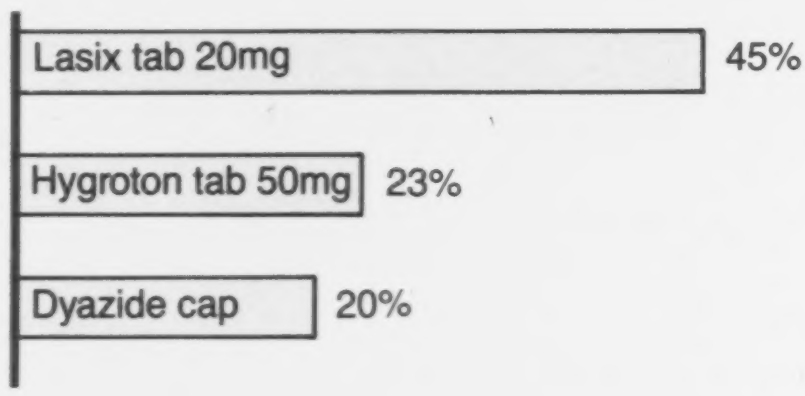
Dyazide Caps SKF—Avg. Rx #60 $14.26 Avg. % Gross Margin 20% Avg. % Refill 70%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	54.03	59.78	67.44	60.19	65.55	68.55	75.27	72.56	71.27	68.33	70.14
% of Rx Dispensed	1.02	1.54	0.14	1.06	0.40	33.88	5.50	9.64	44.91	1.85	**100.00**
Average GM %	59.28	50.83	45.73	44.98	42.37	34.24	33.74	25.07	13.33	8.42	19.94
Profitability Ratio*	6	5	10	7	8	1	4	3	2	9	—

Average Retail Price Per Script



Average % Gross Margin Per Script



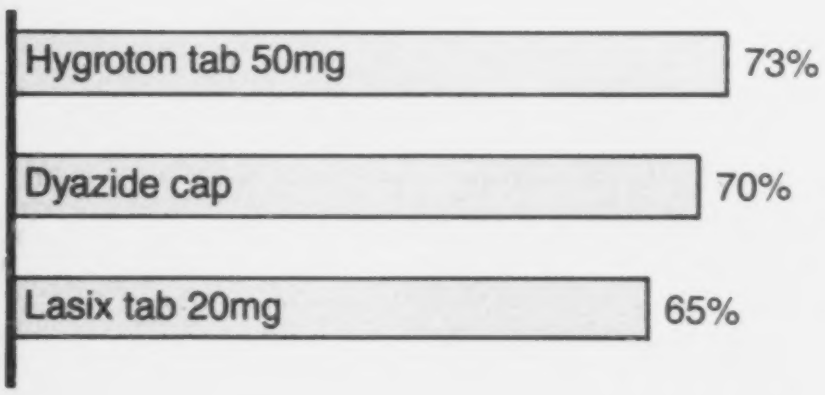
Hydrodiuril Tabs 50mg MSD—Avg. Rx #60 $8.74 Avg. % Gross Margin (NA) Avg. % Refill (NA)

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	47.83	64.71	100.00	61.76	100.00	75.63	83.49	79.02	75.90	68.89	76.00
% of Rx Dispensed	0.95	0.70	0.04	1.41	0.49	34.48	4.53	12.68	42.80	1.87	**100.00**
Average GM %	75.41	67.84	65.89	60.95	61.90	52.83	52.69	40.18	26.92	22.68	35.99
Profitability Ratio*	6	7	10	5	9	1	4	3	2	8	—

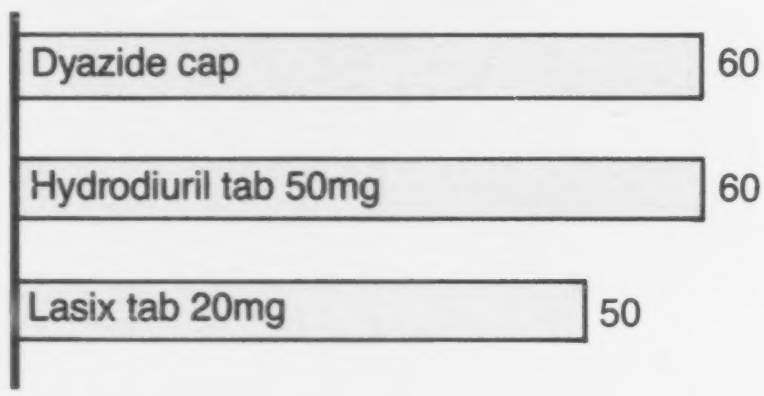
Lasix Tabs 20mg Hoechst—Avg. Rx #50 $7.52 Avg. % Gross Margin 45% Avg. % Refill 65%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	28.57	46.67	33.33	46.60	68.18	61.90	76.56	69.91	70.14	68.42	64.41
% of Rx Dispensed	2.33	2.50	0.20	3.43	0.73	42.50	4.27	11.65	31.08	1.26	**100.00**
Average GM %	81.08	70.65	71.59	65.05	61.82	55.35	55.65	46.70	33.57	22.93	44.53
Profitability Ratio*	6	7	.10	5	8	1	4	3	2	9	—

Average Refill %



Average Quantity Dispensed Per Script



Hygroton Tabs 50mg USV—Avg. Rx #00 $0.00 (NA) Avg. % Gross Margin 23% Avg. % Refill 73%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	74.19	85.00	100.00	65.38	66.67	77.42	73.08	80.73	68.51	27.27	74.21
% of Rx Dispensed	1.96	2.53	0.19	1.64	0.95	41.25	6.59	12.16	32.00	0.69	**100.00**
Average GM %	71.13	49.33	43.12	44.79	40.66	32.92	29.76	23.48	16.36	13.31	23.71
Profitability Ratio*	5	6	10	7	8	1	4	3	2	9	—

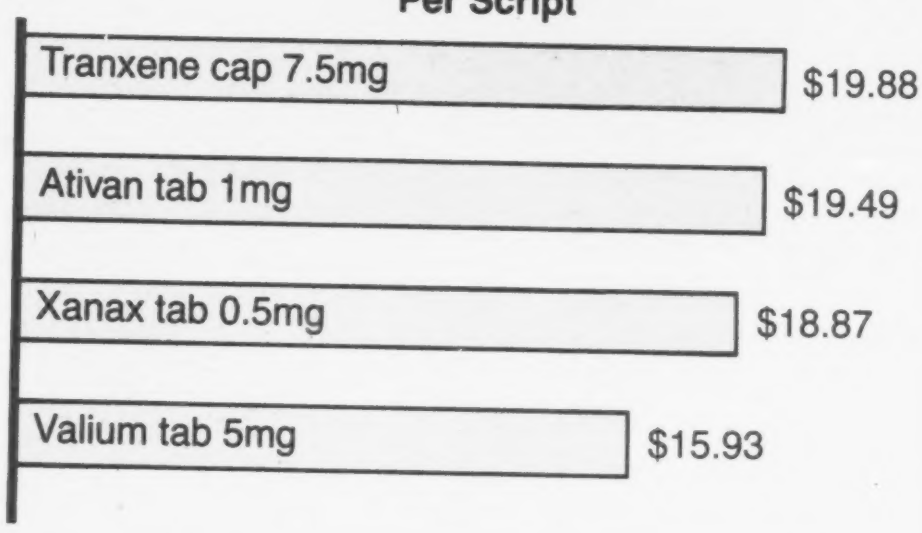
*Drug Store News has ranked each quantity on a scale of 1 to 10; 10 represents the most profitable quantity to dispense in terms of product movement and average gross margin.

Dispensing Profiles/Tranquilizers

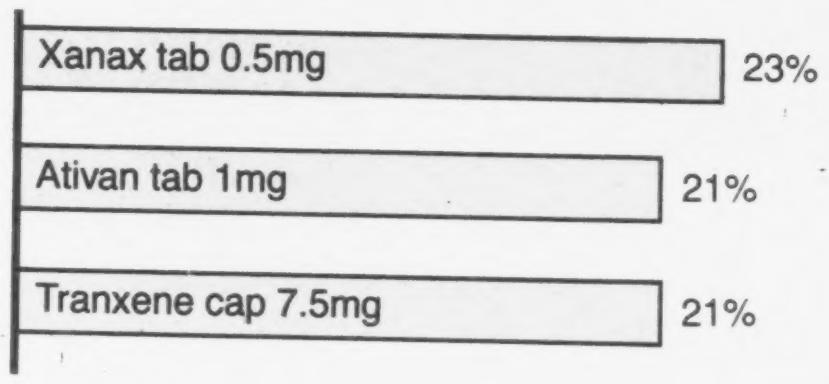
Tranxene Caps 7.5mg Abbott—Avg. Rx #53 $19.88 Avg. % Gross Margin 21% Avg. % Refill 48%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	36.11	40.00	41.67	35.51	49.46	44.07	43.68	45.96	53.43	59.18	47.63
% of Rx Dispensed	2.97	1.51	0.33	3.80	2.56	28.84	2.39	18.78	37.42	1.35	**100.00**
Average GM %	52.71	45.29	42.06	38.96	36.47	31.53	29.45	23.56	15.65	12.07	21.34
Profitability Ratio*	4	8	10	5	6	1	7	3	2	9	—

Average Retail Price Per Script



Average % Gross Margin Per Script



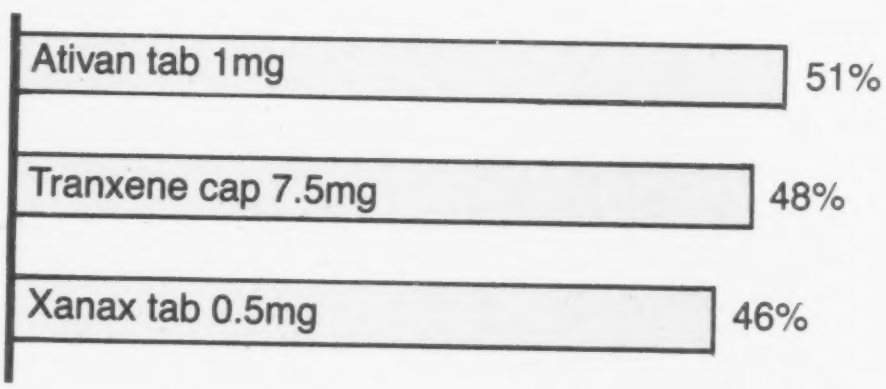
Valium Tabs 5mg Roche—Avg. Rx #53 $15.93 Avg. % Gross Margin (NA) Avg. % Refill (NA)

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	22.73	28.04	46.88	27.47	33.85	41.71	51.23	46.79	49.61	48.29	43.76
% of Rx Dispensed	4.10	2.10	0.24	5.44	2.00	27.61	2.21	21.09	33.57	1.59	**100.00**
Average GM %	60.17	48.36	46.20	41.99	39.69	33.42	32.35	25.49	15.27	11.16	22.69
Profitability Ratio*	4	6	10	5	7	1	8	2	3	9	—

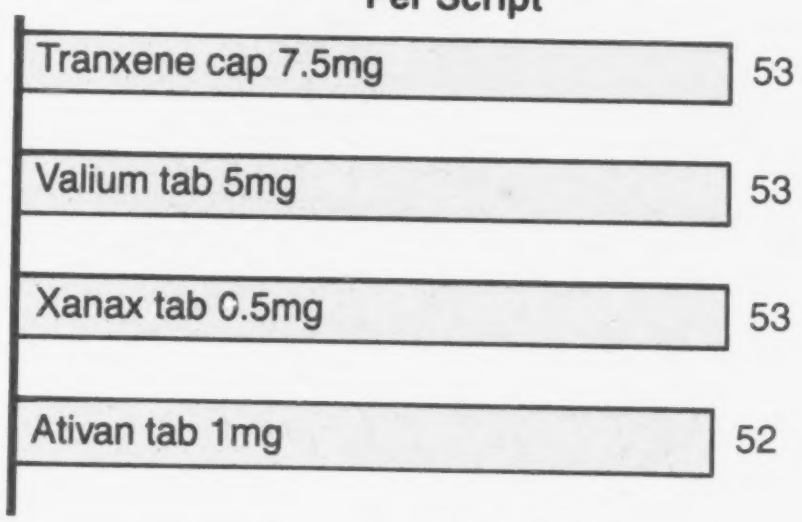
Xanax Tabs 0.5mg Upjohn—Avg. Rx #53 $18.87 Avg. % Gross Margin 23% Avg. % Refill 46%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	35.34	38.13	30.77	34.64	47.06	42.96	54.95	48.53	48.91	46.92	45.85
% of Rx Dispensed	2.17	2.61	0.21	4.57	1.94	29.02	1.48	20.51	35.32	2.12	**100.00**
Average GM %	53.86	45.70	45.74	41.31	38.18	33.27	30.95	25.16	17.22	12.25	22.99
Profitability Ratio*	6	5	10	4	7	1	8	3	2	9	—

Average Refill %



Average Quantity Dispensed Per Script



Ativan Tabs 1mg Wyeth—Avg. Rx #52 $19.49 Avg. % Gross Margin 21% Avg. % Refill 51%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% Refill	32.24	49.64	70.97	28.03	36.26	48.72	44.22	52.79	55.74	52.43	50.67
% of Rx Dispensed	2.40	2.20	0.49	4.17	1.44	30.18	2.32	19.01	36.12	1.63	**100.00**
Average GM %	53.99	44.75	46.22	39.41	36.95	31.07	30.18	23.18	16.24	12.65	21.70
Profitability Ratio*	5	6	9	4	8	1	7	3	2	10	—

*Drug Store News has ranked each quantity on a scale of 1 to 10; 10 represents the most profitable quantity to dispense in terms of product movement and average gross margin.

Top 100 Bulk Buying Chart

Product	Manufacturer	Small Size	Small Price	Bulk Size	Bulk Price	Savings $	Savings %
Acetaminophen w/codeine 30mg	Rugby	100	$ 8.05	500	$ 37.75	2.50	6.2
Achromycin V capsules 250mg	Lederle	100	5.89	1,000	33.68	25.22	42.8
Aldomet tablets 250mg	MSD	100	19.11	1,000	185.49	5.61	2.9
Aldomet tablets 500mg	MSD	100	34.91	500	172.10	2.45	1.4
Aldoril tablets 25mg	MSD	100	26.63	1,000	258.54	7.76	2.9
Amoxil capsules 250mg	Beecham	100	21.07	500	100.36	4.99	4.7
Amoxil capsules 500mg	Beecham	100	39.42	1,000	185.27	208.93	53.0
Anaprox tablets 275mg	Syntex	100	45.52	500	219.76	7.84	3.6
Ativan tablets 1mg	Wyeth	100	31.20	1,000	296.45	15.55	5.0
Bactrim DS tablets	Roche	100	49.14	500	198.39	47.31	23.9
Capoten tablets 25mg	Squibb	100	33.19	1,000	328.33	3.57	1.1
Catapres tablets 0.1mg	Boehringer Ingelheim	100	19.83	1,000	192.37	5.93	3.0
Ceclor capsules 250mg	Lilly	15	15.23	100	96.61	4.92	4.9
Corgard tablets 40mg	Squibb	100	45.36	1,000	438.96	14.64	3.2
Coumadin tablets 5mg	Dupont	100	16.68	1,000	157.62	9.18	5.5
Dalmane capsules 15mg	Roche	100	21.72	500	107.60	1.00	4.6
Dalmane capsules 30mg	Roche	100	23.64	500	117.20	1.00	4.3
Darvocet N 100mg	Lilly	100	27.12	500	128.83	6.77	5.0
Desyrel tablets 50mg	Mead Johnson	100	26.73	1,000	253.87	13.43	5.0
Diabinese tablets 250mg	Pfizer	100	34.59	1,000	331.98	13.92	4.0
Dilantin capsules 100mg	Parke Davis	100	9.53	1,000	81.29	14.01	14.7
Donnatal tablets	A. H. Robins	100	4.30	1,000	38.75	4.25	9.9
Duricef capsules 500mg	Mead Johnson	24	31.50	100	128.47	2.78	21.2
Dyazide capsules	SKF	100	20.35	1,000	196.25	7.25	3.6
E-Mycin tablets 250mg	Upjohn	100	20.36	500	101.00	0.80	3.9
E-Mycin tablets 333mg	Upjohn	100	27.15	500	134.69	1.06	0.8
E.E.S. 400 filmtab	Abbott	100	21.08	500	100.12	5.28	5.0
Empirin w/codeine #3	Burroughs Wellcome	100	12.84	1,000	103.15	25.25	19.7
Eryc capsules 250mg	Parke Davis	100	23.63	500	115.18	2.97	2.5
Erythrocin tablets 250mg	Abbott	100	12.96	500	61.54	3.26	5.0
Feldene capsules 20mg	Pfizer	100	128.46	500	628.97	13.33	2.1
Fiorinal tablets	Sandoz	100	14.88	1,000	141.00	7.80	5.2
Flexeril tablets 10mg	MSD	30	14.55	100	45.79	2.71	5.6
Furosemide tablets 40mg	Rugby	100	6.30	1,000	28.06	34.94	55.5
Hydrochlorothiazide 50mg	Rugby	100	1.50	1,000	7.13	7.87	52.5
Hydrodiuril tablets 50mg	MSD	100	10.40	1,000	98.60	5.40	5.2
Inderal tablets 10mg	Ayerst	100	11.88	1,000	113.98	4.82	4.1
Inderal tablets 20mg	Ayerst	100	16.68	1,000	160.37	6.43	3.9
Inderal tablets 40mg	Ayerst	100	21.85	1,000	210.00	8.50	3.9
Indocin SR capsules 75mg	MSD	30	22.61	60	45.23	0.01	0.0
Indocin capsules 25mg	MSD	100	29.58	1000	286.86	8.94	3.0
K-tabs 750mg	Abbott	100	11.07	1,000	106.26	4.44	4.0
Keflex capsules 250mg	Dista	20	13.23	100	63.01	4.14	6.3
Keflex capsules 500mg	Dista	20	26.04	100	123.83	6.37	4.9
Klotrix tablets 10Meq	Mead Johnson	100	9.71	1,000	82.25	14.85	15.3
Lanoxin tablets 0.125mg	Burroughs Wellcome	100	4.80	1,000	39.60	8.40	17.5
Lanoxin tablets 0.25mg	Burroughs Wellcome	100	4.80	5,000	186.00	54.00	22.5
Lasix tablets 20mg	Hoechst	100	8.85	1,000	79.85	8.65	9.8
Lasix tablets 40mg	Hoechst	100	12.45	1,000	112.35	12.15	9.8
Librax capsules	Roche	100	26.43	500	131.15	1.00	0.8

Top 100 Bulk Buying Chart

Product	Manufacturer	Small Size	Small Price	Bulk Size	Bulk Price	Savings $	Savings %
Lomotil tablets	Searle	100	24.16	1,000	213.69	27.91	11.6
Lopressor tablets 100mg	Geigy	100	38.01	1,000	368.45	11.65	3.1
Lopressor tablets 50mg	Geigy	100	21.12	1,000	204.66	6.54	3.1
Micro-K tablets 8Meq	A.H. Robins	100	8.20	500	36.65	4.35	10.6
Micronase tablets 5mg	Upjohn	100	33.70	1,000	281.25	55.75	16.5
Minipress capsules 1mg	Pfizer	250	44.26	1,000	173.53	3.51	19.8
Minipress capsules 2mg	Pfizer	250	61.61	1,000	241.56	4.88	2.0
Motrin tablets 400mg	Upjohn	100	17.31	500	71.80	14.75	17.0
Motrin tablets 600mg	Upjohn	100	24.56	500	101.66	21.14	17.2
Motrin tablets 800mg	Upjohn	100	32.24	500	128.93	32.27	20.0
Nalfon tablets 600mg	Dista	100	37.40	500	181.66	5.34	2.9
Naprosyn tablets 250mg	Syntex	100	47.00	500	229.07	5.93	2.5
Naprosyn tablets 375mg	Syntex	100	59.87	500	290.36	8.99	30.0
Naprosyn tablets 500mg	Syntex	100	73.39	500	357.84	9.11	2.5
Omnipen capsules 250mg	Wyeth	100	13.16	500	62.71	3.09	4.7
Omnipen capsules 500mg	Wyeth	100	25.70	500	120.94	7.56	5.9
Ornade spansules	SKF	50	17.75	500	172.50	5.00	2.8
Parafon Forte	McNeil	100	29.50	500	143.16	4.34	2.9
Percocet-5 tablets	Dupont	100	23.94	500	106.25	13.45	11.2
Percodan tablets	Dupont	100	23.88	1,000	225.88	12.92	5.4
Persantine tablets 25mg	Boehringer Ingelheim	100	14.29	1,000	135.61	7.29	5.1
Persantine tablets 50mg	Boehringer Ingelheim	100	23.04	1,000	218.90	11.50	5.0
Premarin tablets 0.625mg	Ayerst	100	13.34	1,000	127.12	6.28	4.7
Premarin tablets 1.25mg	Ayerst	100	18.25	1,000	174.02	8.48	4.6
Procardia capsules 10mg	Pfizer	100	27.31	300	80.30	1.63	2.0
Provera tablets 10mg	Upjohn	100	39.19	500	195.00	0.95	2.4
Reglan tablets 120mg	A.H. Robins	100	24.75	500	117.40	6.35	5.1
Rufen tablets 400mg	Boots	100	11.64	500	51.84	6.36	10.9
Rufen tablets 600mg	Boots	100	16.32	500	72.60	9.00	11.0
Slow K tablets	Ciba	100	8.91	1,000	86.42	2.68	3.0
Synalgos DC capsules	Ives	100	26.54	500	126.17	6.53	4.9
Synthroid tablets 0.15mg	Flint	100	9.94	1,000	84.48	14.92	15.0
Synthroid tablets 0.1mg	Flint	100	8.28	1,000	70.38	12.42	15.0
Synthroid tablets 0.2mg	Flint	100	11.91	1,000	101.25	17.85	15.0
Tegretol tablets 200mg	Geigy	100	22.50	1,000	218.03	6.97	3.1
Theo-Dur tablets 200mg	Key	100	12.94	1,000	117.49	11.91	9.2
Theo-Dur tablets 300mg	Key	100	15.36	1,000	141.01	12.59	8.2
Thyroid tablets 1gr	Armour	100	3.56	1,000	32.26	3.34	9.4
Timoptic ophth drops 0.5%	MSD	5	11.53	15	33.48	1.11	3.2
Tranxene capsules 3.75mg	Abbott	100	26.35	500	128.95	2.80	1.1
Tranxene capsules 7.5mg	Abbott	100	33.67	500	165.79	2.56	1.5
Tylenol w/codeine #3	McNeil	100	10.18	1,000	93.56	8.24	8.1
Tylenol w/codeine #4	McNeil	100	19.14	500	90.78	4.92	5.1
Valium tablets 10mg	Roche	100	41.33	500	205.65	1.00	0.5
Valium tablets 2mg	Roche	100	15.71	500	77.55	1.00	1.3
Valium tablets 5mg	Roche	100	24.50	500	121.50	1.00	0.8
Vicodin tablets	Knoll	100	20.22	500	94.02	7.08	7.0
Xanax tablets 0.25mg	Upjohn	100	22.53	500	109.26	3.49	3.1
Xanax tablets 0.5mg	Upjohn	100	29.04	500	140.80	4.40	3.0
Zyloprim tablets 300mg	Burroughs Wellcome	100	29.90	500	143.06	6.44	4.4

* = Based on Average Wholesale Price

Source: Decision Data, Medi-Span

Guide to Pharmacy Computer Systems

Name of system	Name of company	Entry level price	Price updates: monthly charge	Price updates: source	Hardware (cpu only)	Entry level: storage	Entry level: main memory	Entry level: Special features	Maintenance charges
Bluff Creek Pharmacy Management System	Bluff Creek Systems, Greenville, Tex.	$13,500*	$50	Medi-Span	Texas Instruments Professional Computer	10MB	256K		H-$69/Mo. S-$25/Mo.
CompuPhase 2	Bergen Brunswig Orange, CA	16,995*	50	N/A	Altos 586T & 986T	40MB	512K	Auto reorder, daily price updates	H-150/Mo. S-75/Mo.
Computascript	Systems Research and Development Corp., Research Triangle Park, N.C.	H-13,995 (turnkey system) S-7500	60	First Data Bank	IBM PC & compatibles, AT&T, NCR	20MB	512K	N/C for modem, N/C for first year maintenance & price updates	H-85/Mo. S-50/Mo.
Compute-Rx "AT"	Compute-Rx, Richmond, Va.	15,950*	45	Medi-Span	IBM PC-AT & IBM PC-XT	20MB	512K	Cartridge backup & color monitor	H-110/Mo. S-53/Mo.
Condor RX-80 Pharmacy System	The Condor Corp. Pelham, Ala.	start at 8,000	45	First data base (Blue Book)	Most mini & micro computers	10MB	256K	Inventory, third party plans	H-N/A S-100/Mo.
CORE-Rx	CORE Software Solutions Inc. New York, N.Y.	14,030*	25	Medi-Span	IBM PCs & compatibles	20MB	256K		H-1,020/Yr. S-50/Mo.
DataStat-PC	National Data Corp. Atlanta, Ga.	11,595* S-5,350	50	First Data Bank, Medi-Span or selected wholesalers	IBM PC-XT & AT	10MB	256K	Price modeling, create-a-label tape claims processing	H-50/Mo. S-100/Mo.
Entry Level	FoxMeyer-IBL Southlake, Tex.	15,995*	100	Blue Book	Motorola 68000	40MB	768K	Streamer & modem included	H- S-200/Mo.
Etreby Pharmacy Computer	Etreby Computer Company Inc., Industry, Calif.	8,950*	25	Etreby In-house	IBM PC, IBM AT & compatibles	20MB	256K		H-60/Mo. S-70/Mo.
EZ-RX System	Signature Software Systems, Pickerington, Ohio	4,995*	30	Medi-Span	IBM PC/XT & AT, Kaypro 10	10MB	256K	Alpha drug patient & account lookup, multiple fee schedules	H-none
H.B.S.	Health Business Systems Inc. Southampton, Pa.	10,600*	20	Medi-Span	Digital	11MB	256K	complete software	H-100/Mo. S-50/Mo.
Honeywell Compass	Honeywell Billerica, Mass.	16,500* to 19,995*	50	Medi-Span	DPS 6/10 Wren I, DPS 6/22 Wren I, DPS CR41 Wren I	28MB	512K	#1 Diskette Drive 650KB(5¼"), Opt. Streamer Tape 64MB (1¼")	H-56/Mo. S-25/Mo.
(ICL) Radius Retail and Drug Integrated User System	ICL North America Stamford, Conn.	**	**		ICL DRS #9383 & 9387	20MB	320K	communications	(avail from vendor)
Inte-Rx	Interactive Systems & Management Corp., Little Falls, N.J.	9,995*	(incl.)		DEC PDP 11 & Vax, IBM PC-XT, AT & compatibles	10MB	256K	First yr hardware maintenance fee	200/Mo. S-150/Mo.
Mavis	Mavis Computer Systems Rancho, Calif.	H-8,950 S-2,000	45	Medi-Span	Alpha Micro	20MB	512K		H-75/Mo. S-50/Mo.
NCRx	NCR Corporation Dayton, Ohio	H-6,500 S-7,500	60	Medi-Span	NCR PC family, NCR Tower family	20MB	256K	10MB streamer	H-varies S-8% of software/Yr.
PCI Professional Systems Inc. (pc I and pc X)	PCI Professional Systems, Granbury, Tex.	pcI-9,995* pc X-21,800*	20-30	First Data Bank or Medi-Span	IBM PC-XT, AT and AT&T 6300, 3B1, 3B2, NCR PC6, PC8 and Tower family.	10MB	512K		H-50-150/Mo. S-75/Mo.

H—Hardware
S—Software
*—Hardware and software combined
**—Based on number of stores

Source: *Drug Store News* research

Guide to Pharmacy Computer Systems

System name	Name of company	Entry level price	Price updates: monthly charge	Price updates: source	Hardware (cpu only)	Entry level: storage	Entry level: main memory	Entry level: Special features	Maintenance charges
Pharm-Ease	Data-Rite Industries Inc. Spokane, Wash.	H-5,000 S-5,000	35	Medi-Span	NCR Tower family. Compaq Deskpro 286, AT&T 6300, IBM PC AT	20MB	512K	Function Key driven & Med Check	H-75-109/ Mo. S-55/Mo.
Pharm-Hand/ Indispensible	Specomp Inc. Opa Locka, Fla.	H-4,500-7,000 S-2,500-4,500	50	Gulf Drug	Apple IIe, IBM PC	10MB	48K		H-25-50/ Mo. S-35/Mo.
Renlar Systems	Renlar Systems Inc., Lexington, Ky. 40581	10,995*	30-40	Medi-Span	DEC Pro, DEC 11/23	31MB	512K		H- S-11/Mo.
Rx Netc	Good Health Systems, Augusta, Me.	N/A	25-40	First Data, Medi-Span	IBM PC/AT & XT	20MB	256K	Total MS-DOS compatible	H-585/yr S-50/Mo.
QS/1 Pharmacy System	Smith Data Processing Spartansburg, S.C.	H-5,168 S-7,000	30-40	Medi-Span	IBM PC, Seiko 8600, IBM Series I	10MB	256K	160 cps printer	H-54/Mo. S-54.17/ Mo.
Qwik-Script Pharmacy System	Cisco Computer Systems Crockett, Tex.	H-4,995 S-2,995	30	Medi-Span IBM compatibles	IBM PC, IBM AT, AT&T, Compaq &	20MB	256k	Label &A/R form generator	H-50/Mo.
RNA Pharmacy Computer System	RNA Incorporated Centerville, Ohio	H-18,995 S-1,500	42	Medicom	Texas Instruments 300A,/10A,/10 and /12	38MB	512K	Business package N/C	S-99/Mo. H-135/Mo.
Scriptform Pharmacy System	Scriptform, Fort Lee, N.J.	15,900*		(Included in software maintenance)	Data General	15MB	256K		H-100/Mo. S-35/Mo.
Script Pharmacy System	Hugin-Sweda Inc. Pine Brook, N.J.	H-10,495 S-8,000	N/A	N/A	Model 9010 Retail Business Computer	15MB	256K		H-1,125/yr S-NA
Script Systems Inc.	Script Systems Inc., Hasbrouck Heights, N.J.	13,950*	45	In-house	Data General	15MB	256K	Third party checking	H-79/Mo. S-60/Mo.
Speed Script	Digital Simplistics Inc. Overland Park, Kan.	11,495*	30	Medi-Span	Digital Equipment LSI 11/23	10MB	256K		H-200/Mo. S-450/yr
System/Quickscript	Business Systems Inc. Mount Laurel, N.J.	8,995	30	Medi-Span	IBM PC/XT & AT, AT&T 6300, Texas Instruments	20MB	256K		H-100/Mo. S-35/Mo.
'The Solution'	General Computer Corp. Twinsburg, Ohio	9,995*	55	Medi-Span	NEC Astra mini computer	20MB	512K	File building and training	H-1,400/yr S-975/75
1200 RPM	Freedom Data Systems Inc. Newport, N.H.	H-8.545 S-6,000	30	Medi-Span	IBM PC/AT & XT, Tandy 1200 & 2000	10MB	256K	Color monitor, word processing, electronic mail	H-52/Mo. S-44/mo
Adix Pharmacy System	American Data Consultants, Joplin, Mo.	H-8,000 S-4,950	35/Mo.	American Data Consul-Consultants	AT&T 7300, 3B-1 NRC Minitower, Tower-XP Perkin Elmer 7350A	20MB	1MB		H-From manufacturer S-65/Mo.
PRx Pharmacy System	PRx Pharmacy Systems, Boulder, Colo.	15,600*	40/Mo.	Medi-Span	Data General	15MB	256KB	Report writer inventory control	H-115/Mo.-4 hr. reponse 89/Mo.-24 hr. response S-600/yr
Rx Express	ComCoTec Inc., Burr Ridge, Ill.	16,800*	30/Mo.	Medi-Span	IBM PC AT, XT D.E.C.	20MB	512KB	Complete recovery	H-133/Mo. S-50/Mo.

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**—Based on number of stores

Source: *Drug Store News* research

Guide to Pharmacy Computer Systems

Name of system	Name of company	Entry level price	Price updates: monthly charge	Price updates: source	Hardware (cpu only)	Entry level: storage	Entry level: main memory	Entry level: Special features	Maintenance charges
CompuScription Pharmacy System	Compu-Scription Inc., Arlington Heights, Ill.	8,000* S-1,395	30	Medi-Span	IBM PC and compatabiles TRS 12,16 CP/M 8-bit systems	20MB	256KB	Tape back-up with file-to-file restore capability	H-60/Mo. S-20/Mo.
Ozark Software Systems Pharmacy System	Ozark Software Systems Inc., Rogers, Ariz.	H-3,200 S-3,200 under 6,000*	Included in software maintenance fee	In-house	Tandy 2000HD RS Model 12 RS Model II	10MB	256KB		S-75/Mo.
PC/Pharmacist, Pharmacist/36	Response Inc. Jackson, Minn.	H-8,900 (PC-XT) S-18,000	30-50/ Mo.	Medi-Span	IBM PC, XT, AT IBM System/36 PC IBM System/36	10MB (PC) 40MB (S/36)	256KB	On-Line help-S/36	H-45/Mo. (PC, XT, AT) 125/Mo. (S/36) S-30/Mo. (PC, XT, AT) 85/Mo. (S/36)
Triad Pharmacy System	Triad Pharmacy Systems Inc., Charlotte, N.C.	9,995*	Included in software maintenance	Medi-Span	Texas Instrument Professional	10MB	256KB	Toll-free support line	H-$81 (on-site) S-$100/Mo.

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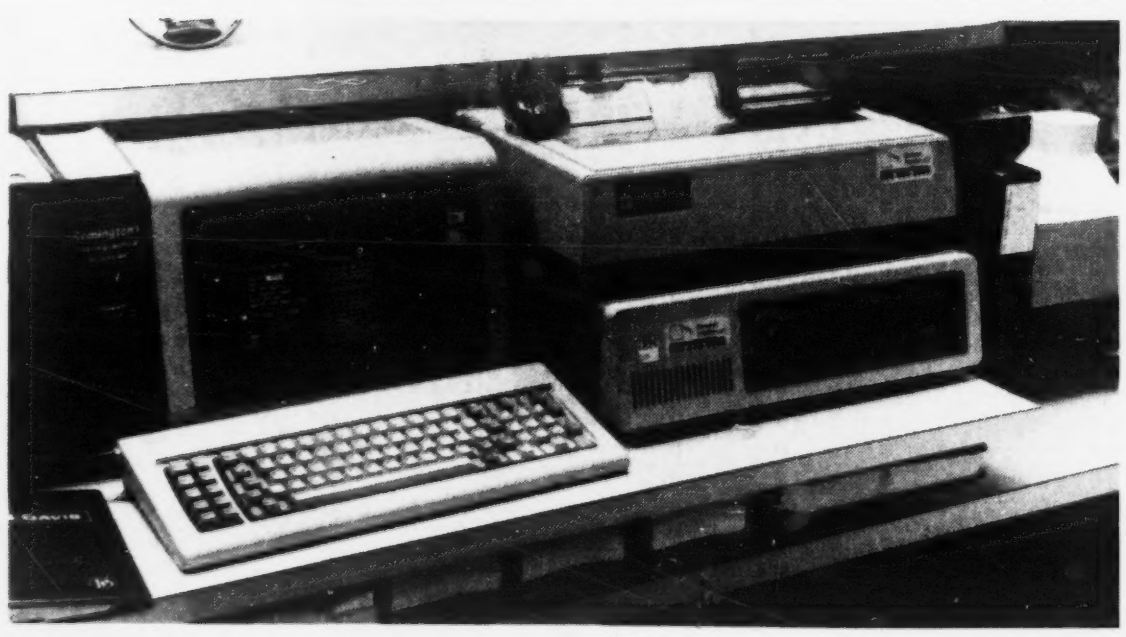
Source: *Drug Store News* research



Guide to Pharmacy Software Computer Systems

System name	Label/Receipt	Patient Profile	Drug Internations Drug/Allergy	Drug/Drug	Drug/Illness	Third Party Processing On Computer	Electronic Transmission	Nursing Home Processing	Accounts Receivable	Payroll	Perpetual Inventory	Durable Medical Equipment	Controlled Substance Report	General Ledger	Accounts Payable
Adix Pharmacy System	B	B	B	B	B	B	N/A	B	B	N/A	B	X	B	X	X
Bluff Creek Pharmacy	B	B	B	B	B	B	B	X	B	X	B	X	B	X	X
CompuPhase 2	B	B	B	B	N/A	B	N/A	X	B	X	X	N/A	B	X	X
CompuScription Pharmacy System	B	B	N/A	N/A	N/A	B	N/A	B	B	X	N/A	N/A	B	X	X
Computascript	B	B	B	B	N/A	B	N/A	X	B	X	X	N/A	B	X	X
Compute-Rx "AT"	B	B	N/A	B	N/A	B	X	X	B	X	B	N/A	B	X	X
Condor RX-80 Pharmacy System	B	B	B	B	B	B	B	X	X	X	B	X	B	X	X
CORE-Rx	B	B	X	X	X	B	B	B	B	X	B	X	B	X	X
DataStat-PC	B	B	X	X	N/A	B	X	X	X	X	X	X	B	X	X
Entry Level-Fox-Meyer	B	B	B	B	N/A	B	B	X	X	X	B	N/A	B	X	X
Etreby Pharmacy Computer	B	B	B	B	B	B	N/A	X	X	X	B	N/A	B	X	X
EZ-Rx System	B	B	B	B	B	B	B	X	B	N/A	B	X	B	X	B
H.B.S	B	B	B	X	N/A	B	X	X	X	X	B	X	B	X	X
Honeywell Compass	B	B	B	B	N/A	B	X	X	X	X	X	N/A	B	X	X
ICL Radius Retail User System	B	B	B	B	B	B	X	X	B	X	B	X	B	X	X
InteRx	B	B	B	B	N/A	B	B	X	B	X	X	N/A	B	X	X
MAVIS	B	B	B	B	N/A	B	X	X	X	X	X	X	B	X	X
NCRx	B	B	X	X	X	B	X	X	B	X	X	N/A	B	X	X
Ozark Software Systems	B	B	B	B	N/A	B	N/A	N/A	B	X	B	N/A	B	X	X
PC/Pharmacist, Pharmacist/36	B	B	B	B	N/A	B	B	X	B	X	B	N/A	B	X	X
pcl Professional Systems	B	B	B	B	N/A	B	B	X	X	N/A	B	N/A	B	X	X
PRX Pharmacy Systems	B	B	B	B	N/A	B	X	X	B	X	B	N/A	B	X	X
"PharmEase"	B	B	B	B	B	B	B	B	B	X	B	X	B	X	X
Pharm-Hand	B	B	N/A	N/A	N/A	B	N/A	N/A	X	X	X	N/A	N/A	X	X
Renlar Systems	B	B	N/A	B	N/A	B	B	X	X	X	B	X	B	X	X
Rx 30 AFS	B	B	B	B	N/A	B	B	X	B	X	B	N/A	B	X	X
Rx Express	B	B	B	B	N/A	B	X	X	X	X	B	X	B	X	X
RxNet	B	B	X	B	N/A	B	B	X	B	X	X	X	B	X	X
QS/1 Pharmacy System	B	B	B	B	N/A	B	N/A	B	X	X	B	X	B	X	X
QWIK-SCRIPT	B	B	X	X	X	B	X	X	B	X	B	X	B	X	X
RNA Pharmacy Computer	B	B	B	B	B	B	X	B	B	B	N/A	B	B	B	B
Scriptform Pharmacy System	B	B	B	B	N/A	B	B	X	X	N/A	B	X	B	X	X
Script Pharmacy System	B	B	B	B	B	B	X	N/A	N/A	N/A	B	N/A	B	N/A	N/A
Script Systems Inc.	B	B	B	B	N/A	B	B	X	B	X	B	X	B	X	X
Speed Script	B	B	X	X	N/A	B	X	X	B	X	B	N/A	B	X	X
System/Quickscript	B	B	B	B	B	B	B	X	X	X	B	N/A	B	X	X
The Solution	B	B	B	B	B	B	B	X	X	X	B	X	B	X	X
Triad Pharmacy System	B	B	B	B	B	B	B	X	X	X	B	X	B	X	X
1200 RPM	B	B	B	B	B	B	B	X	X	X	B	N/A	B	X	X

B = Basic/Entry Level X = Extra/Upgrade N/A = Not Available
Source: *Drug Store News Research*

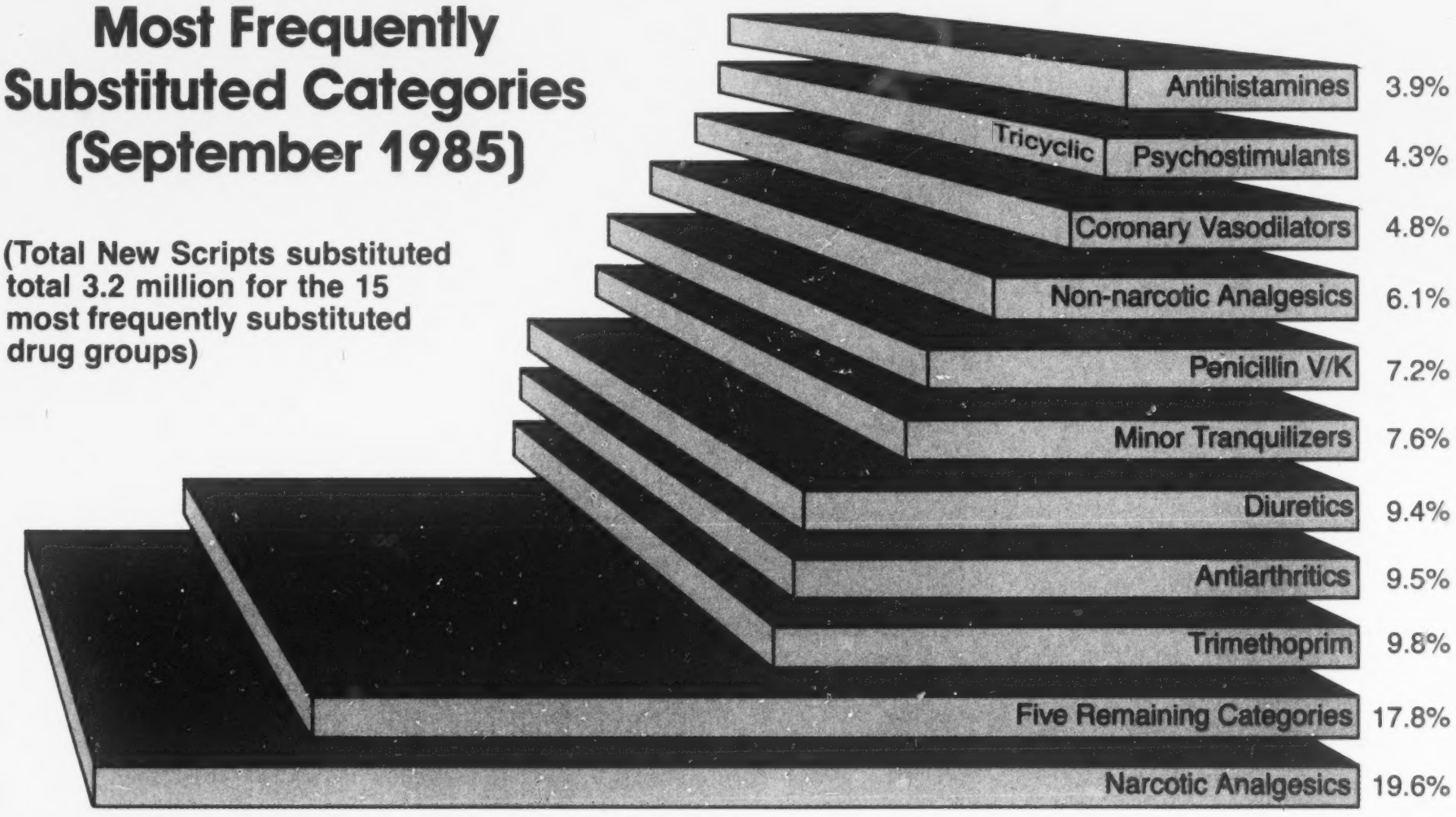
15 Most Frequently Prescribed Generic Categories

Rank based on number of scripts '84	Rank based on number of scripts '85	Product Category	Total Category % Growth '85/'84 New Rxs	Total Category % Growth '85/'84 Total Rxs
1	1	Amoxicillin	+10%	+10%
3	2	Penicillin V/K	+ 1	+ 1
2	3	Ampicillin	+ 1	+ 1
4	4	Tetracyclines	− 3	− 3
5	5	Erythromycin	− 1	− 1
6	6	Prednisone Oral	+ 2	+ 1
7	7	Thiazides	− 7	− 9
8	8	Coronary Vasodilators	+ 2	+ 4
10	9	Topical Corticosteroids	+ 1	+ 1
12	10	Analgesics with Codeine	+ 1	+ 1
9	11	Phenobarbital	− 3	− 3
14	12	Tricyclic Antidepressants	+ 4	+ 6
11	13	Nitroglycerin	+ 1	+ 1
13	14	Hematinics	− 3	− 3
16	15	Thyroid	+ 1	N.C.

Source: *Drug Store News* Survey

Most Frequently Substituted Categories (September 1985)

(Total New Scripts substituted total 3.2 million for the 15 most frequently substituted drug groups)



Source: Market Measures

1985 New and Refill Prescription Volume in Retail Drug Stores (Noncompounded Prescriptions)

	Rx Volume (# Millions)	% Share	% Change from 1984
New	756	48.9%	+1%
Refill	790	51.1	+1
Total Scripts	1,546	100.0	+1

Source: *Drug Store News* Survey

Summary of Drug Substitution Regulations by State

State	Formulary Limitations	Mandatory or discretionary	Mandates record of substitutions	Mandates savings be given to consumers	Mandates patient notification
Alabama	none	d	yes	yes	no
Alaska	none	d	no	yes	yes
Arizona	none	d	yes	yes	yes
Arkansas	negative	d	no	yes	yes
California	negative	d	no	yes	yes
Colorado	none	d	yes	yes	yes
Connecticut	none	d	yes	yes	yes
Delaware	positive (FDA)	d	yes	yes	yes
D.C.	positive	d	yes	yes	yes
Florida	negative†	m	yes	yes	yes
Georgia	none	d	yes	no	yes
Hawaii	positive	m	yes	yes	yes
Idaho	none	d	yes	yes	yes
Illinois	positive	d	yes	yes	no
Indiana	none	d	yes	no	yes
Iowa	none	d	no	yes	yes
Kansas	none	d	no	yes	no
Kentucky	negative (FDA)	m	yes	yes	no
Louisiana	none	d	yes	yes	yes
Maine	none	d	no	no	yes
Maryland	positive	d	yes	yes	yes
Massachusetts	positive	m	no	yes	no
Michigan	none	d	yes	yes	yes
Minnesota	none	d	no	yes	yes
Mississippi	none	m	no	yes	yes
Missouri	negative	d	yes	yes	yes
Montana	none	d	no	yes	yes
Nebraska	negative	d	no	yes	yes
Nevada	positive (FDA)	d	yes	yes	yes
New Hampshire	positive (FDA)	d	yes	yes	yes
New Jersey	positive	m	no	yes	yes
New Mexico	positive (FDA)	d	no	yes	no
New York	positive	m	yes	yes	yes
North Carolina	none	d	yes	yes	no
North Dakota	none	d	yes	yes	yes
Ohio	positive†	d	no	yes	yes
Oklahoma	none	d	no	no	yes
Oregon	none	d	yes	yes	yes
Pennsylvania	positive‡	m	yes	yes	yes
Puerto Rico	positive	d	yes	yes	yes
Rhode Island	negative	m	yes	yes	no
South Carolina	none	d	no	no	no
South Dakota	none	d	no	no	no
Tennessee	positive	d	yes	yes	no
Texas	none	d	yes	yes	yes
Utah	positive (FDA)	d	yes	yes	yes
Vermont	positive	m	no	no	yes
Virginia	positive	d	yes	yes	yes
Washington	positive (FDA)	m	yes	yes	no
West Virginia	negative	m	yes	yes	yes
Wisconsin	positive (FDA)	d	no	yes	yes
Wyoming	none	d	yes	yes	no

†Each pharmacy is to develop DPS list.
‡List from state formulary.
Source: *Drug Store News* Survey

Potential Poisoning Agents (Ranked by Seriousness of Medical Consequences)

Poisoning agent	Likely medical consequence			% of cases treated at a health care facility
	major (%)	minor (%)	none (%)	
Pharmaceuticals				
Antidepressants	36	44	20	76
Muscle relaxants	33	43	24	70
Sedative/hypnotics/antipsychotics	32	46	22	66
Stimulants/street drugs	30	44	26	55
Antineoplastics	25	31	44	52
Anticonvulsants	24	43	33	58
Antihistamines	20	43	37	47
Asthma therapies	20	41	39	52
Anticholinergics	19	38	43	46
Cardiovasculars	18	32	50	46
Analgesics	16	38	46	40
Diuretics	15	37	48	37
Cough/cold preps	10	40	50	28
Anesthetics	9	37	54	15
Anticoagulants	9	32	59	28
Antimicrobials	9	45	46	16
Ear/eye/nose/throat preps	8	38	54	21
Gastrointestinal preps	8	47	45	11
Diagnostics	7	35	58	23
Electrolytes	7	43	50	13
Hormones	7	44	49	12
Topicals	6	43	51	13
Vitamins	6	39	55	12
Nonpharmaceuticals				
Alcohol	18	45	37	33
Chemicals	13	53	34	26
Hydrocarbons	13	46	41	22
Insecticides/pesticides	13	45	42	24
Cleaning substances	10	52	38	17
Cosmetics	7	43	50	7
Plants	7	42	51	7

Source: Annual Report of the American Association of Poison Control Centers, 1984

Dear Pharmacist:

As a service to your customers, you may wish to zerox this chart to distribute to patients with small children.

Safeguarding Your Home From Poisonings

1. Poison Control Center Number ____ 800 _____ (Fill in local number)
2. Keep one 1-oz. bottle of syrup of ipecac per child
3. Put locks on all cabinet doors
4. Keep *all* medications, especially vitamins and flavored analgesics, out of the reach AND sight of children
5. Keep the safety caps on all medications
6. Keep all cleaning fluids and detergents in locked cabinets
7. Know the names of all household plants
8. Always call the POISON CONTROL CENTER if you suspect a poisoning has occurred.
9. If, despite your efforts, some type of poisoning does occur and you must go to a hospital, always bring a sample or the original bottle from the ingested substance.

Courtesy of: Stamp in your name and the name of your store